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SEPTEMBER 18, 1967

RAILWAY AGE

THE TRANSPORTATION WEEKLY

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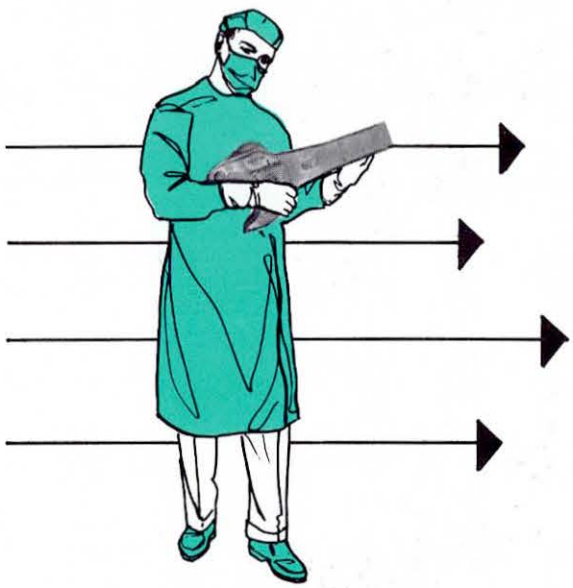
P&LE: The small railroad that thinks BIG



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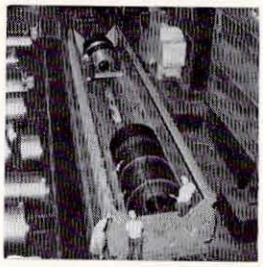

P&LE

25 A small road that thinks big

Competition is formidable, but the road has managed to become one of the smoothest-running profit producers in the industry.

34 Buford engineers a going railroad

Curtis D. Buford, president of the P&LE for the past three years, takes a look at his railroad and its future.

52 Viewpoint—Mail service: What price efficiency?

In making drastic cuts in rail mail operations, the Post Office may be overlooking the bigger problem of future transport needs.

DEPARTMENTS

48	As the Editor Sees It	46	People in the News
43	Dividends Declared	7	Short and Significant
49	Freight Carloadings	47	Supply Trade
12	Lines on Labor	52	Viewpoint
8	Monday Morning Report	42	Watching Washington
49	New Equipment	11	Week at a Glance
44	New Products Report	50	You Ought to Know

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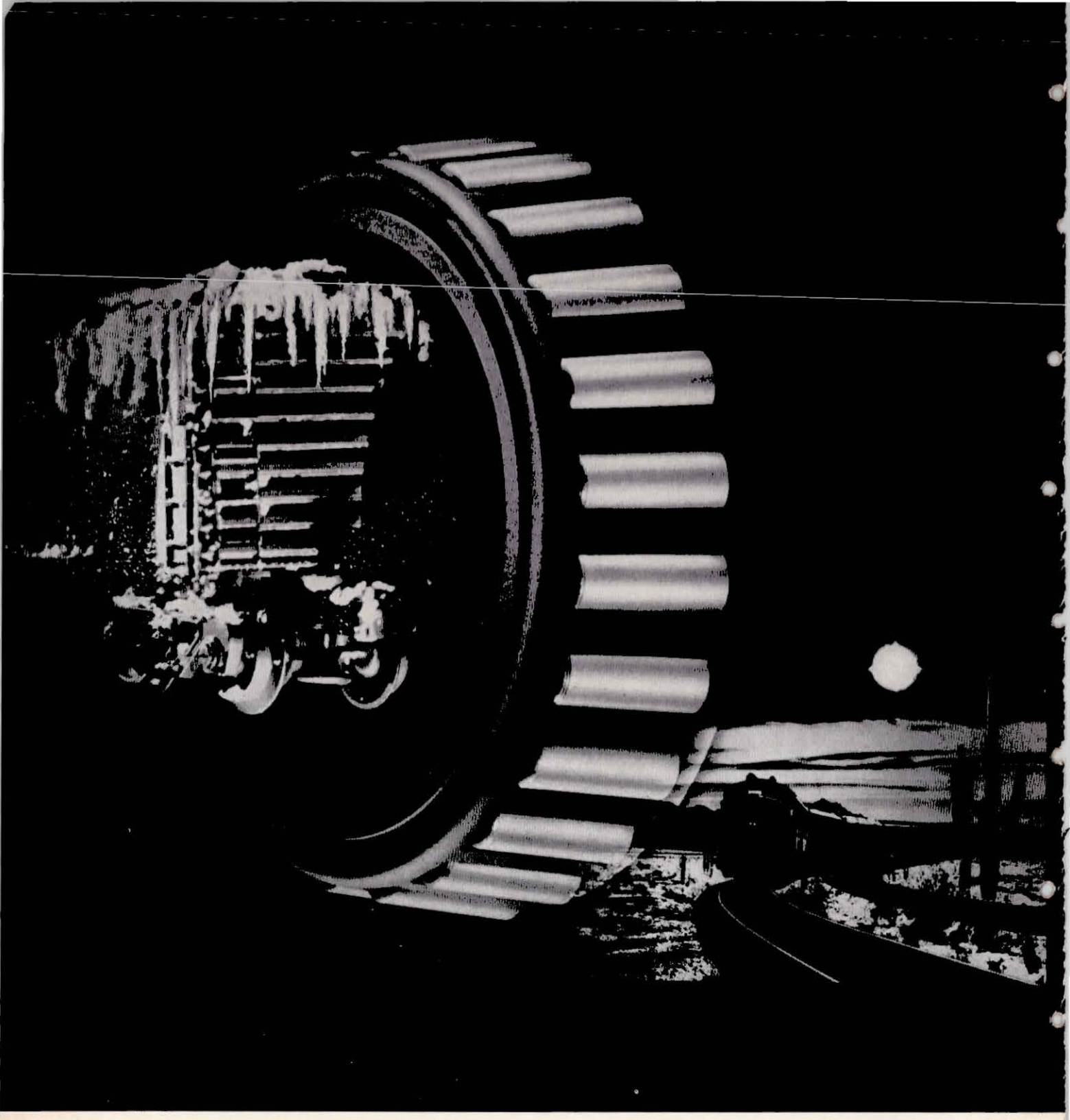

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SHORT AND SIGNIFICANT

Bulk commodity goes overseas—containerized

American Gilsonite, of Salt Lake City, has discovered containerization—and likes it. Gilsonite has a number of uses, in manufacture of industrial inks, asphalt floor tile, insulation, black-topping and so forth. Ordinarily, it's shipped in loose 100-pound bags or in cardboard boxes on pallets. It's a high-cost shipping method—and the product is highly susceptible to breakage, loss, damage. Now, however, bagged Gilsonite is moving from the company's plant at Craig, Colo., to Hamburg and London in containers, and its moving without breakage, loss, damage or rehandling. In moves made thus far, Gilsonite has been loaded in 8-by-8-by-20 containers on Rock Island bulkhead flat cars and routed Rio Grande-Rock Island to Chicago, where the boxes are transferred to ocean-going vessels. About 20 containers will make the movement over the rest of this year—but business may grow by quite a bit: American Gilsonite is getting another 150 containers through CTI.

TERRE containers make their debut

The long-heralded Trans-Europe Rail-Road Express service between Benelux countries and northern Italy made its first scheduled run on Sept. 5, according to Michael Kluge, president of Integrated Container Service, Inc. here. The all-container train made an initial run from Rotterdam and Antwerp to Milan in 32 hours; plans call for two round trips weekly, then four a week, with an extension from Milan to Florence. ICS had been pushing for this type of service for over two years, but logistical difficulties prevented implementation earlier. The New York Central, a member of the ICS container pool and a strong proponent of Flexi-Van service, took a lead in working out details.

Auto makers oppose weight-limit changes

Auto industry representatives opposed a rail plan for raised minimum weights on loads of auto and autobody parts at a hearing in Chicago Sept. 7. They said they will lose a substantial amount of money if the joint plan of the Southern, Eastern, Western and Illinois freight traffic associations is implemented immediately. Aimed at filling more space in the big parts-hauling rail cars the plan calls for immediate raising of the present 20,000-pound minimum on loads to 30,000 pounds, for all rail cars longer than 50 feet. Two years later the minimum would rise to 40,000, and three years later, to 50,000. "This would give the auto industry time to adapt their loading patterns without hardship. They've been taking steps to do this, but we decided to provide an incentive," says James M. Souby, Jr., Western Railroad Traffic Association chairman. Considering the plan more of a penalty the auto representatives asked for postponement of its adoption for one year. Ford says it would lose $3 million and General Motors $3.4 million in unused freight charges annually, if the plan starts now.

UP asks ICC okay for Salt Lake line

Union Pacific has filed for ICC approval for construction of a multi-million-dollar, 12-mile line that would extend along the east shore of the Great Salt Lake from UP's planned $200,000, 250-acre industrial site near Willard Reservoir to the Bear River Bay area. Designed to serve production facilities that will draw and refine chemicals from the Great Salt Lake, the district and rail line are "a double-barrelled package to offer to new industry interested in expanding in the Utah area," says Edd H. Bailey, UP president. Options have been taken on an additional 4,000 acres south of Willard Reservoir. Construction already is completed on an .88-mile lead track for the Willard site.

MONDAY MORNING REPORT

Efficiency, thy name is railroad . . .

For efficiency, you just can't beat the flanged steel wheel on the steel rail. Why, with railroad transportation, a handful of men—four, maybe five at the most—can speed 200 or more cars of freight across the countryside at 50, 60, 70 miles per hour. No medium of mass transportation can compete with that kind of manpower utilization—not the motor carrier, not the air carrier.

. . . but is the efficiency as real as it seems?

So much for the thesis of railroad efficiency. Most people would probably read that last paragraph and nod approvingly. And they'd be only half right. How many people, for instance, take the time to go beyond the obvious? How many people look at employment relative to what it produces totally? How many people thus recognize that railroads are, in fact, not so "efficient" at all, in the absolute, in their use of manpower? How many people realize that railroads have 72 employees per million dollars of revenue, while airlines get by with 55 employees per million and motor carriers with 38? Rock Island's William J. Dixon is one man who knows the figures well—and they represent, to him, one more big reason why rail management should be looking closely at operational automation and "watching for the point at which large-scale automation can be instituted and justified economically."

Automation: "The time has come"

Dixon, vice president-executive department for RI, is well aware of the problems involved, both internal and external. In discussing automation at the recent Transportation Research Forum annual meeting in Montreal, he cited a half-dozen reasons for the industry's slow progress—not the least of which are its huge investment in earlier technologies and its inability to move freely in the labor area. The approach, he pointed out, has been a piecemeal one, marked by experimentation, research, testing, evaluation. To a degree, too, the term "automation" has come to be synonymous with "computer." But as Dixon sees it "the time seems to have come, or it will be here shortly, when the systems approach to automation, embracing the total railroad managerial and operating function, can supplant existing methods and procedures."

Rail employment: A problem today . . .

Without any doubt at all, this kind of automation would require many fewer people—at today's traffic levels. As Rock Island's vice president sizes up the situation, the industry—with a system of automation applied—might be able to pare down to about 400,000 employees. That would bring savings of about $2 billion annually in wage-benefit costs, "a sum that would justify an investment today in automation of roundly $3.7 billion to $4.9 billion, or about $17,000 to $23,000 per mile of line, to obtain a 20% rate of return on a discounted cash flow basis."

. . . with a solution around the bend

Union leaders, if they looked only at today, could be expected to rebel. But, Dixon concludes, automation leads to product improvement, product improvement leads to additional business, additional business leads to greater employment—and by the mid-1970s, the industry might again be able to support 600,000 employees, who would be earning substantially better wages and salaries. Dixon is under no illusions that this kind of progress will come painlessly. But, he declares, "the opportunity calls for leadership and vision equal to the promise."

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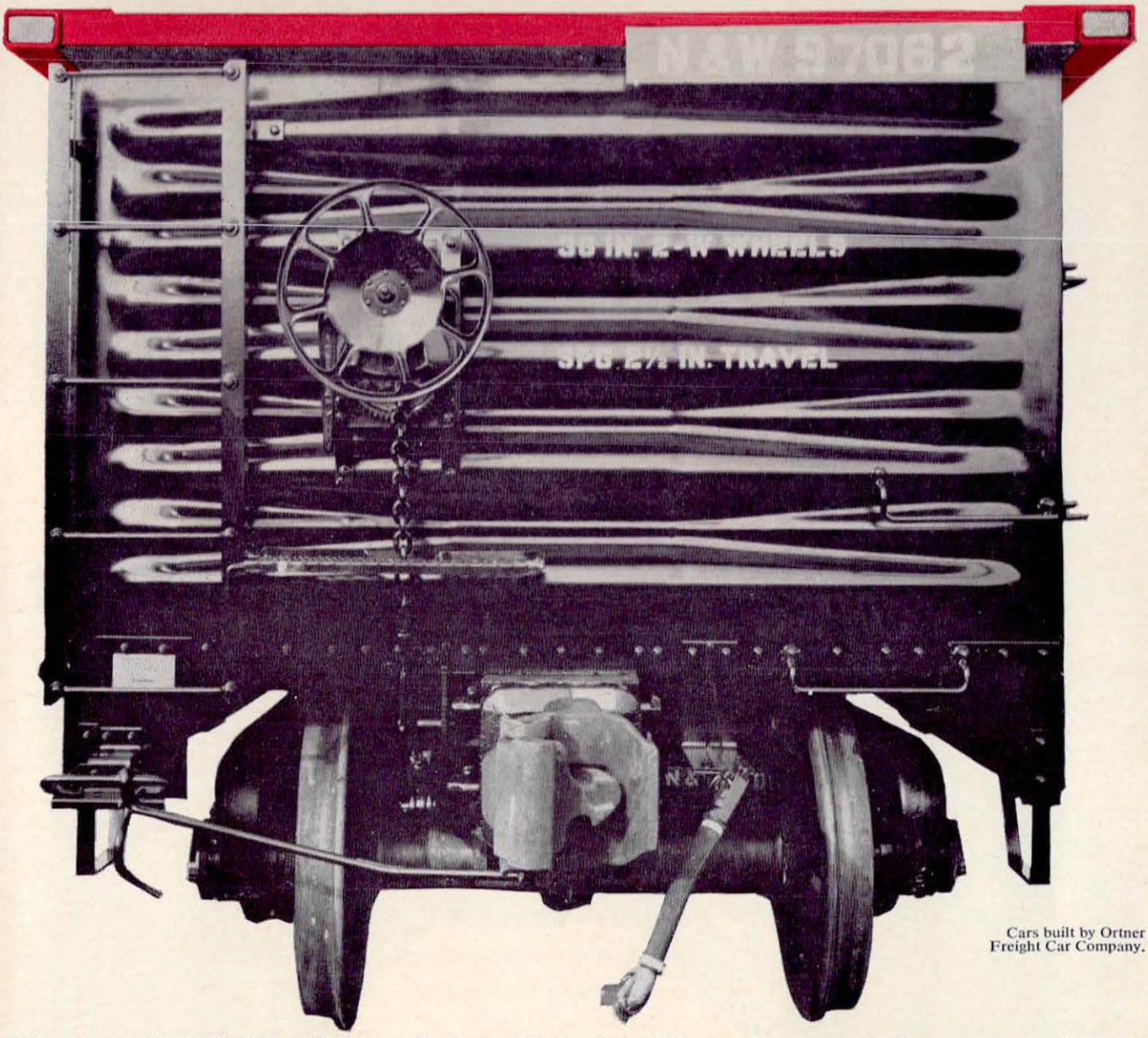

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WEEK AT A GLANCE

ACI recommendation to be given to AAR board

September 29 will be the date, and a meeting of the Association of American Railroads' board of directors will be the occasion, when the long-awaited recommendation will be made for the acceptance of one manufacturer's automatic car identification system as the railroad standard.

This was the word last week from William H. Thompson, chairman of the ACI ad hoc committee of the AAR's Data Systems Division, which will jointly present the recommendation with the AAR Research Division.

While not revealing the name of the system to be recommended to the AAR Board, Thompson's report to the third annual meeting of the Data Systems Division last week in Houston, Tex., did much to lift morale—that is, it gave assurance that the ACI project is on schedule.

Thompson said that each of the three systems tested—Abex, Sylvania, and WABCO—functioned in a manner far superior to human input and at a cost that can be economically justified. None of the three systems under test (field and laboratory testing) entirely met the original requirements and specifications set up by the ad hoc committee. However, the systems were rated according to how well they did meet the specifications.

Congress gets LBJ bills for transport user charges

President Johnson's latest call for new and increased user charges on public-provided transport facilities would be implemented by enactment of bills which have been submitted to Congress by Secretary of Transportation Alan S. Boyd.

The President's call came in his budget message last January. It was like the appeals which previous Congresses have ignored. As to waterways, the proposal is a two-cents-per-gallon tax on all vessel fuel. The proposed highway charges would increase the fuel tax to six cents per gallon from four cents, and substitute a graduated levy for the three dollars per thousand pounds now imposed annually on vehicles weighing in excess of 26,000 pounds.

The graduated levy would reach a maximum of $8 per thousand pounds on vehicles weighing 60,000 pounds or more. As to airways, the proposal is to substitute 2% tax on air-freight bills for fuel taxes now paid by air carriers. The 5% air-fare levy would remain in effect. For non-commercial aviation, the proposal is a four-cents-per-gallon tax on all aviation fuel. At present the only aviation fuel tax is two cents per gallon on gasoline.

Fisher named Chicago v-p of Simmons-Boardman

C. J. Fisher has been appointed vice president, Chicago, of the Simmons-Boardman Publishing Corp., according to an announcement by Arthur J. McGinnis, the company's president.

In his new position, Fisher will exercise executive responsibility for all Simmons-Boardman activities in the area served by the Chicago office, which is at 14 E. Jackson Blvd.

He will continue to serve as national advertising sales director of Simmons-Boardman's Railway Division magazines and as publisher of Plant Location. The Railway Division includes Railway Age, Railway Locomotives & Cars, Railway Track & Structures, Railway Signaling & Communications, Railway Purchases & Stores, and Internationl Railway Journal.

A native of Wheaton, Ill., Fisher worked in the passenger department of the Pennsylvania Railroad before joining the Simmons-Boardman sales staff at Pittsburgh in 1956. He was named a regional vice president in 1961. He became national railway sales director in 1966.

Engineers put the brakes on LIRR for a day

The 90,000 commuters and the 80,000 daily passengers who ride the Long Island every day had settled back comfortably in their train seats by late last week, once again adjusted to their normal travel routine.

But earlier in the week—Monday to be precise—patrons of "The Route of the Dashing Commuter" in most cases had to dash elsewhere for transportation to and from work in New York City. The reason for the discontinuance of hundreds of Long Island trains was a "wildcat" work stoppage by most of the 360 engineer members of the Brotherhood of Locomotive Engineers who were protesting revised work schedules ordered by the road.

The railroad's lawyers went into court and got a temporary restraining order directing the engineers back to work. By Tuesday morning's rush hour, all but 17 of the road's 663 scheduled runs were operating smoothly, and service during the evening rush hour was about normal.

The road's labor troubles began two weeks ago when some trainmen in the Long Island yards began a "slowdown" that began to affect some runs. When the road posted its new fall operating schedule engineers refused to sign up for assignments as proposed by the road. LIRR officers said the changes involved the deletion from the schedules of certain uneconomic runs, and the elimination of featherbedding and other wasteful work practices. The changes would save the railroad about $75,000.

GUS WELTY'S LINES ON LABOR

WELTY

THAT PIOUS OLD PAEAN of praise to free enterprise says something to the effect that the Lord helps those who help themselves. That's probably a pretty good philosophy, even today. But there's also a lot to be said for the theory that people get help only when they're willing to get help. In today's society, some observers might find it hard to believe that there's anybody left, anywhere, who won't take all the help he can get. But, as the man says, facts is facts. There are, really, a lot of free-thinkers left in the world. The problem is that some of them may be a little *too* unreconstructed. And what brings all this to mind is a pair of subjects that are ordinarily pretty dull: Safety and courtesy.

SAFETY FIRST. As you travel around the country, looking at railroads, poking around in shops, watching track gangs at work, you start to wonder. And somehow you develop a better feeling when you come across a road where the shops and the M/W projects are colorful—colorful because every employee on the job has his head tucked safely into a hardhat.

CHANCES ARE that every road ought to adopt a hardhat policy. The advantages, to both the railroad and the employee, can be tremendous. Pittsburgh & Lake Erie's safety supervisor, John Sheehan, for instance, can tell the story of the lineman who was standing at the foot of a pole, when a 12-inch crescent wrench fell from the belt of another lineman—who happened to be 52 feet up on the same pole at the time. The wrench hit the hardhat—not the employee's head. Stories like this are not uncommon. Yet there are employees, even on the roads that demand hardhat protection, who insist that the hats are annoying, that they produce headaches. Wonder what kind of headache that wrench would have produced?

THEN CONSIDER COURTESY. BRT President Charles Luna is one of the greatest backers of the special training given to trainmen who will man the high-speed Northeast Corridor trains. As he puts it, "I'd be the first to say that some of the passenger business that's been lost has been lost by our own people. But you take a man off a freight run, maybe the only people he's seen in 20 years have been the other fellows in the crew and the crowd over at the all-night beanery. You give him a badge and a punch and put him on a passenger train—and then you wonder why he's cranky and crude in handling people."

HARDHATS AND SMILES are all well and good. Railroads would be better off with more of both. But it's up to the individual employee to want them, too. People like John Sheehan and Charley Luna hope they will.

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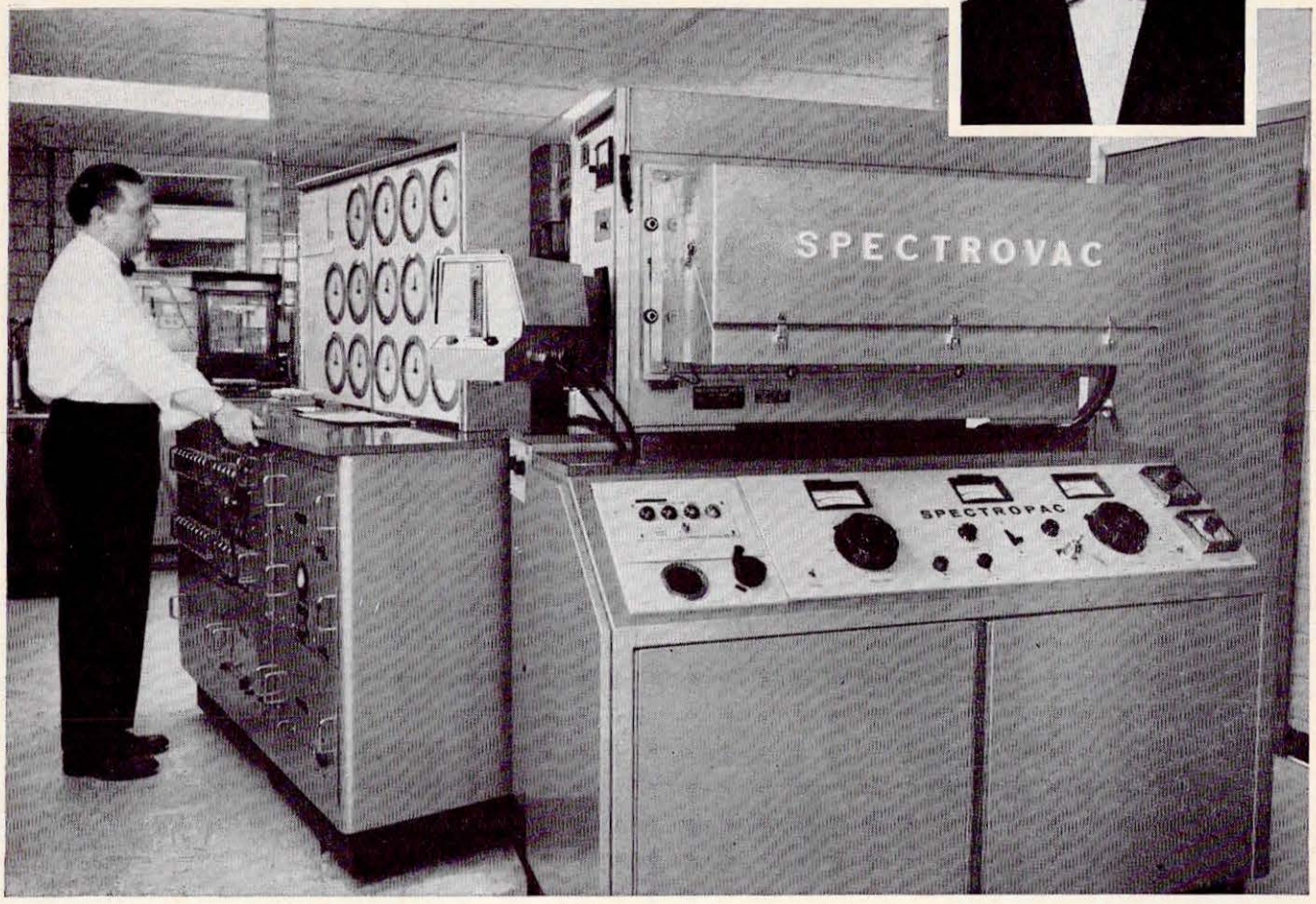

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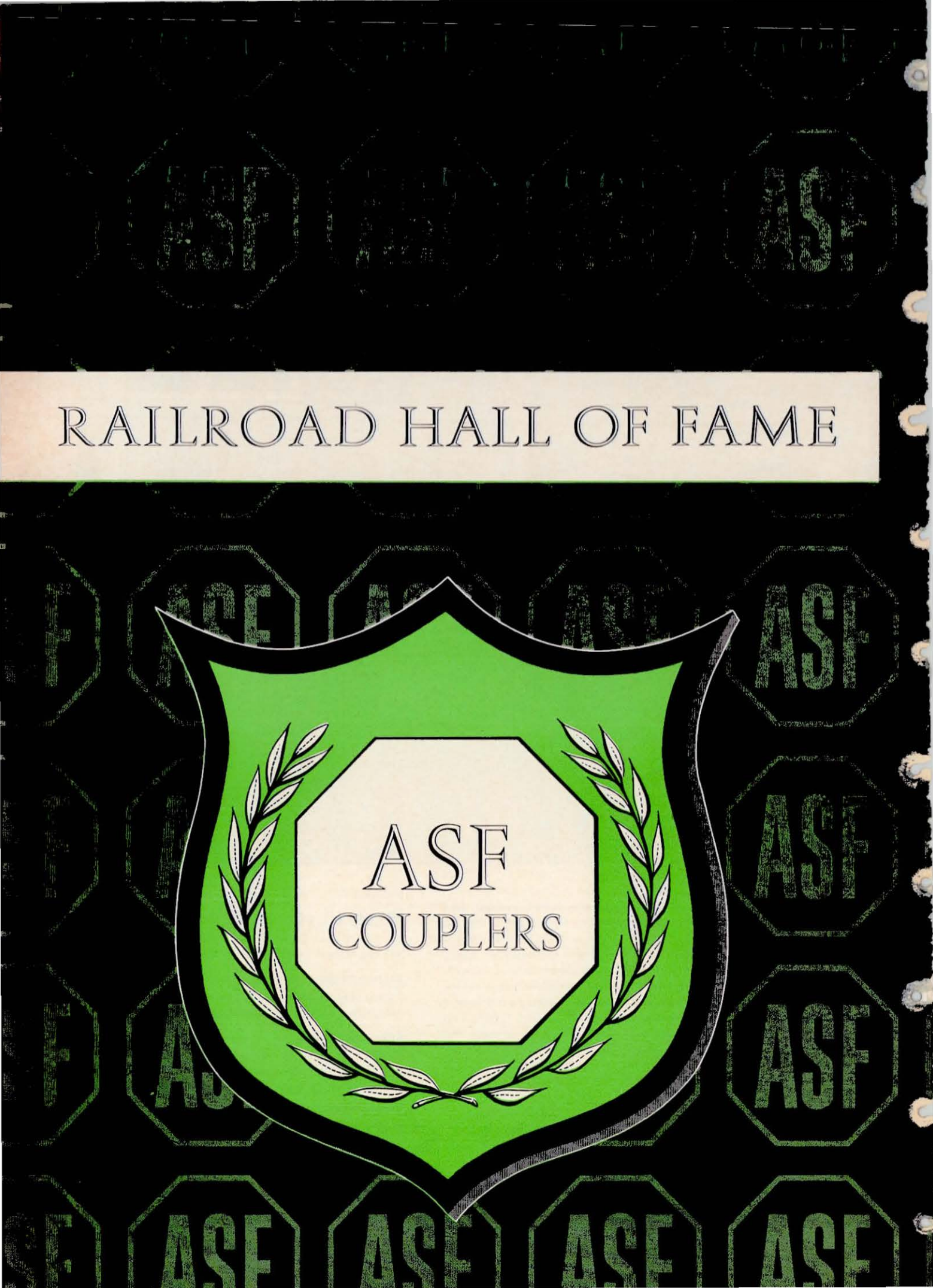

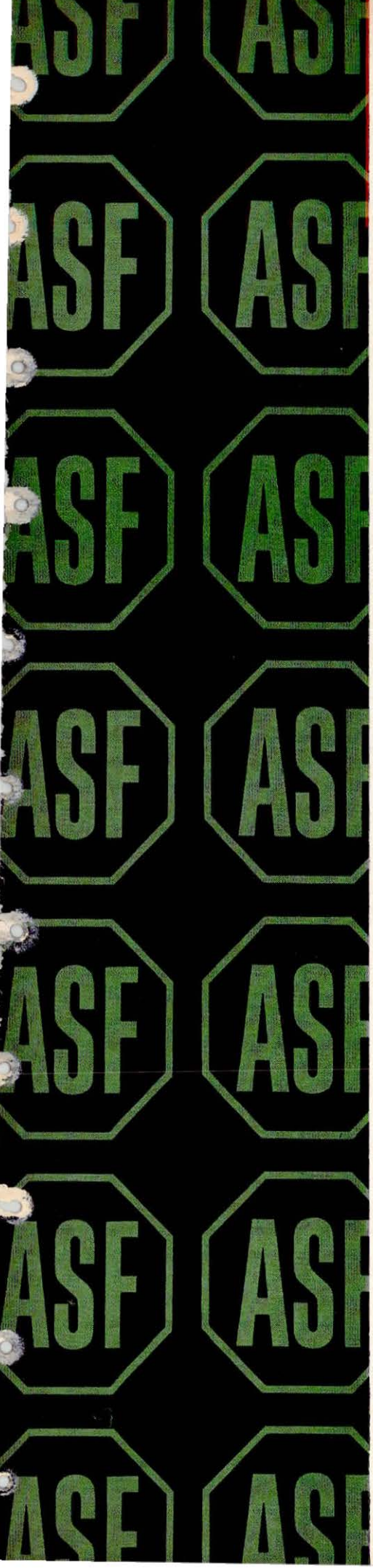

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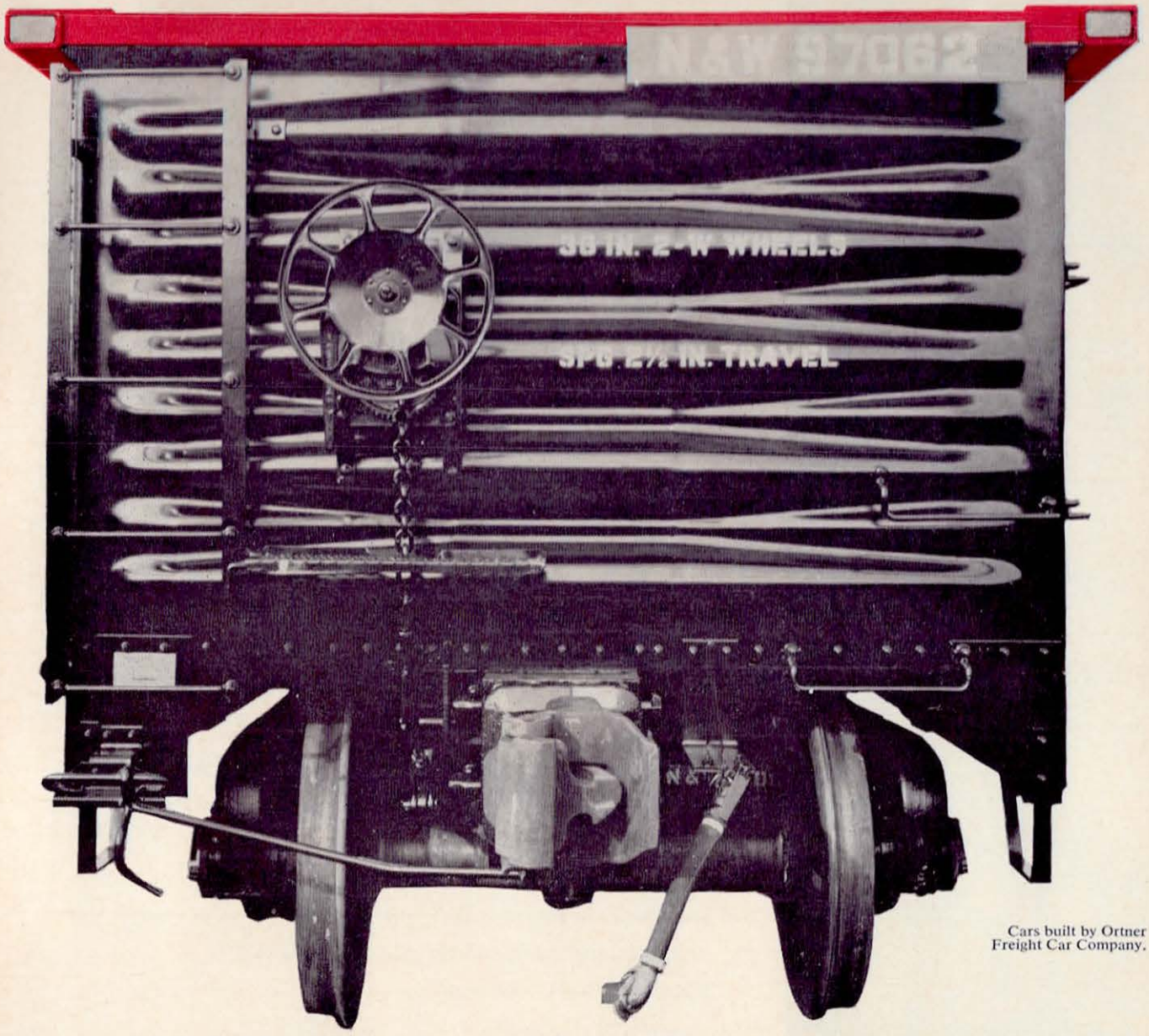

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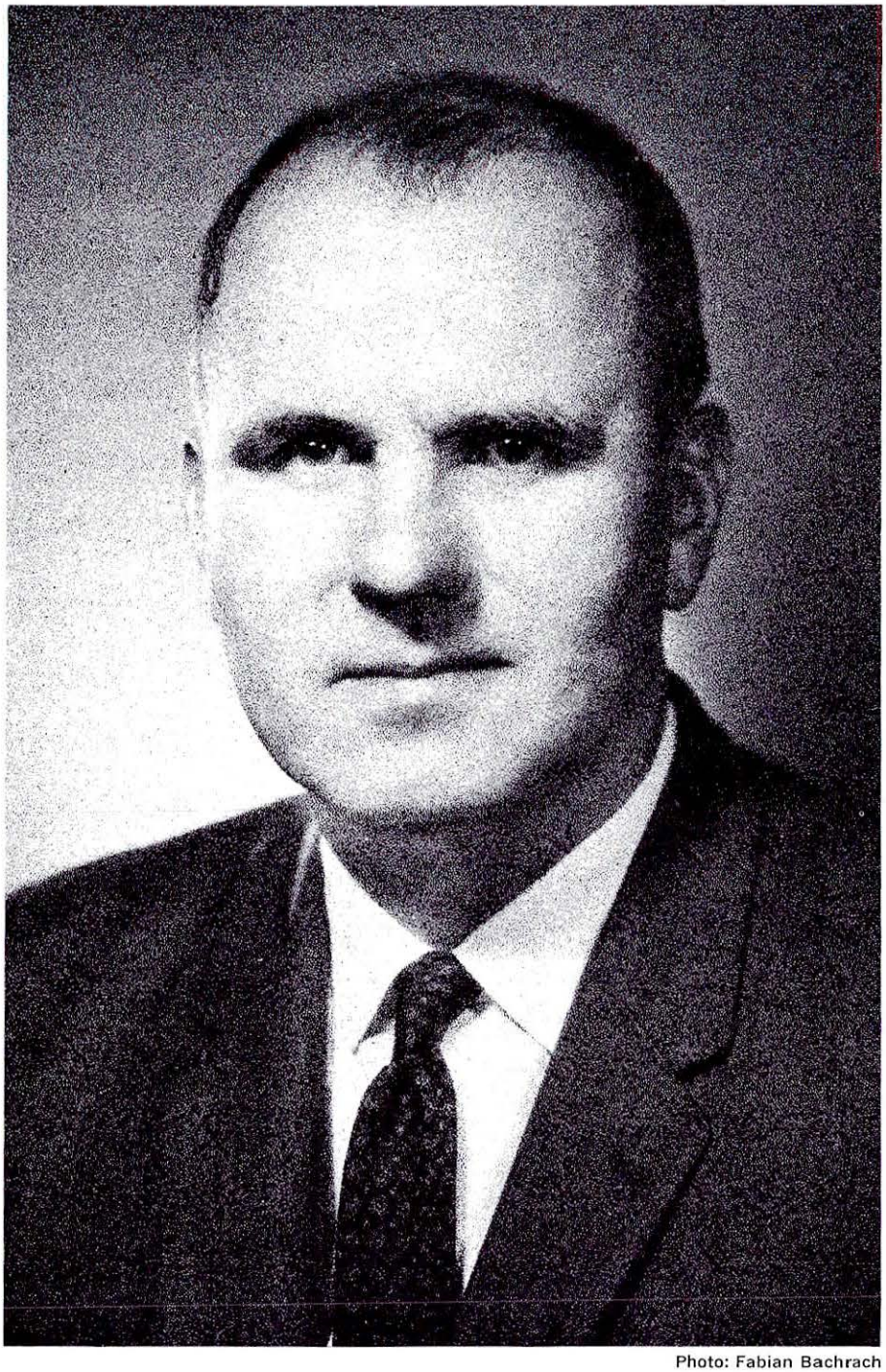

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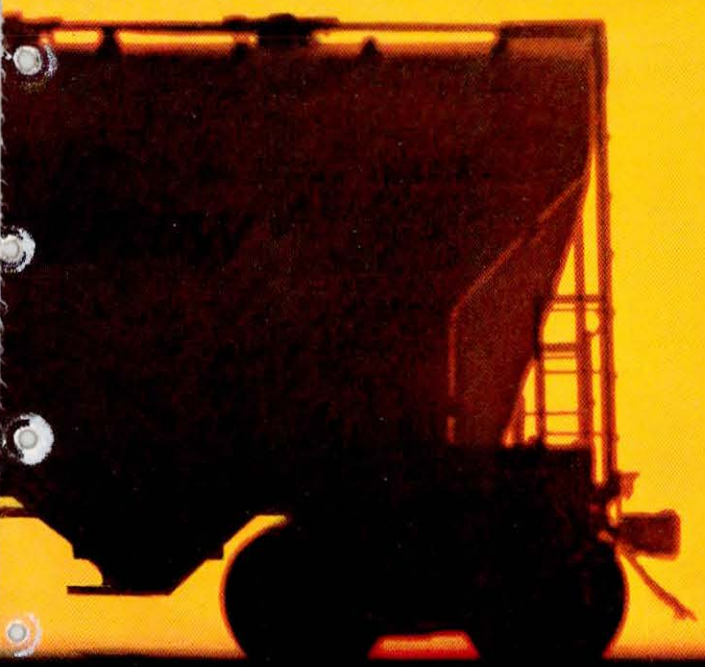

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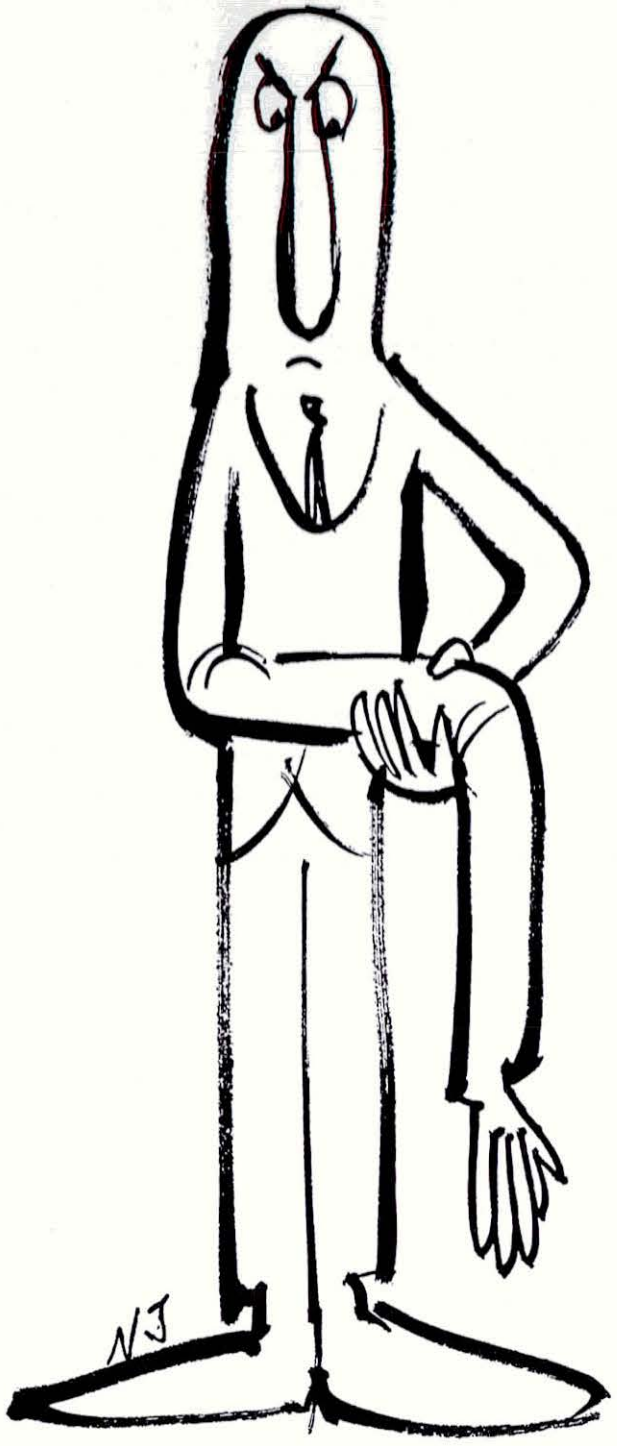

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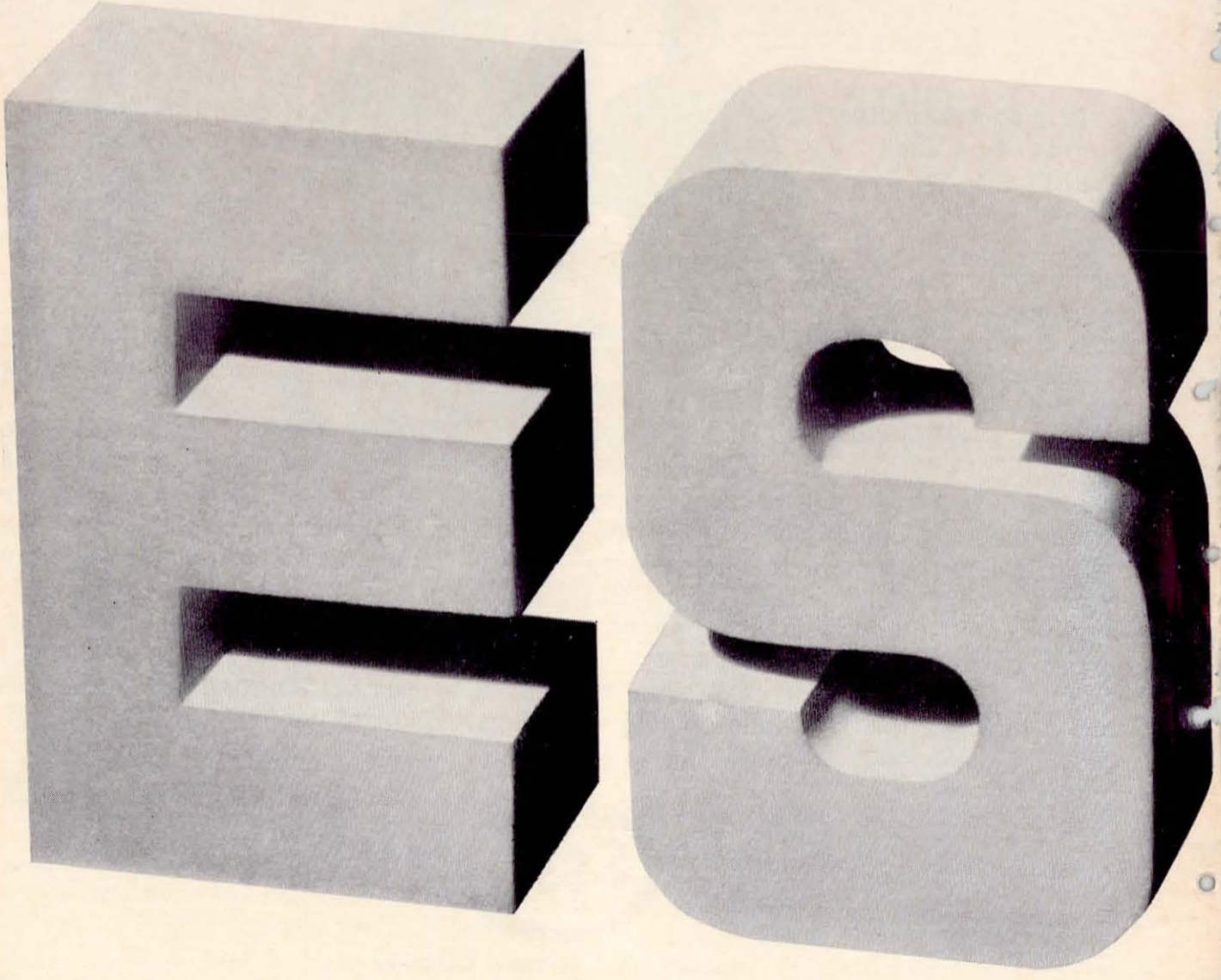

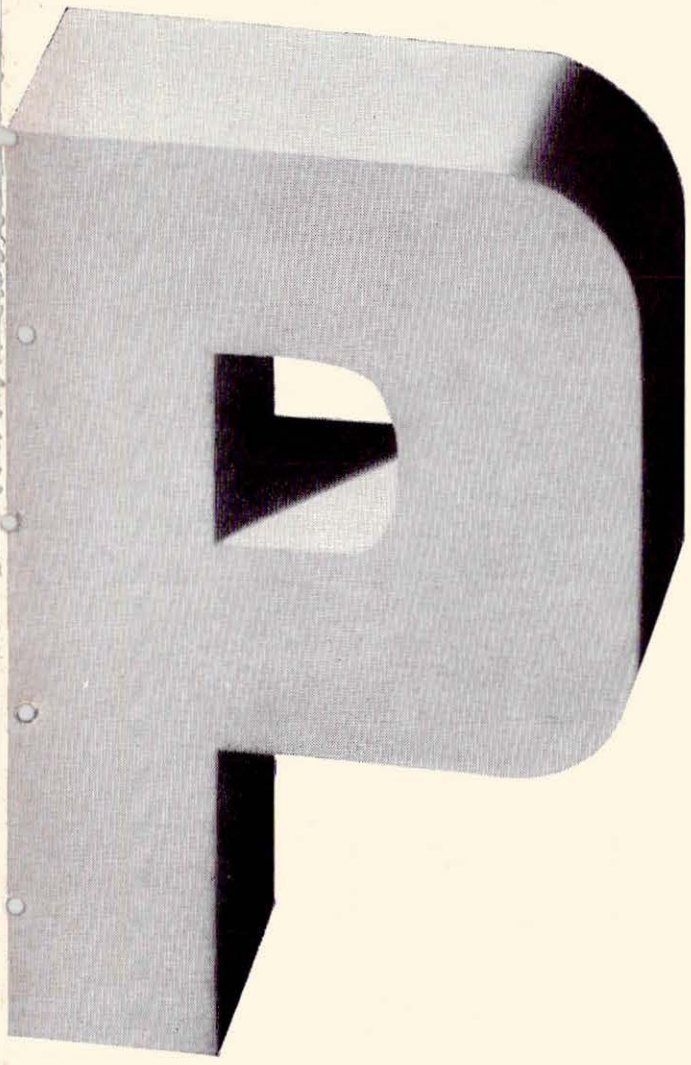

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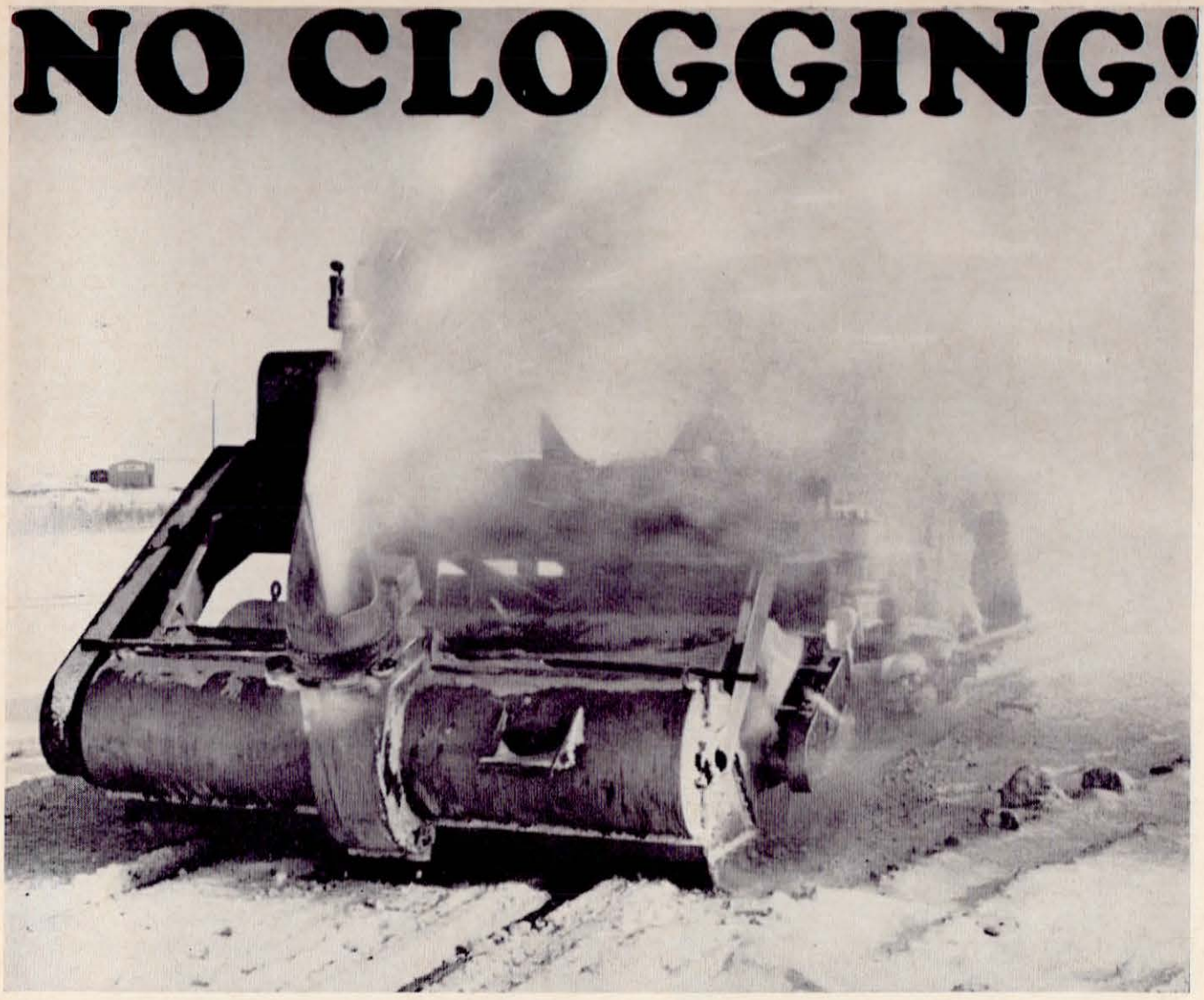

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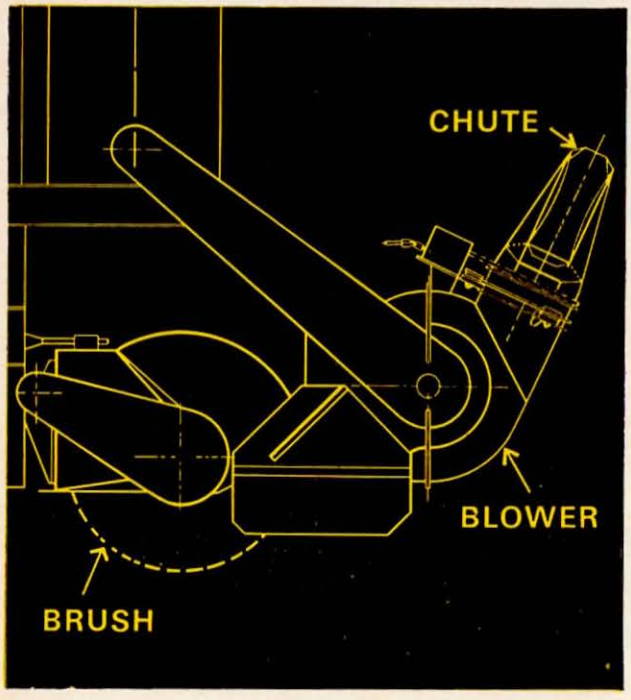

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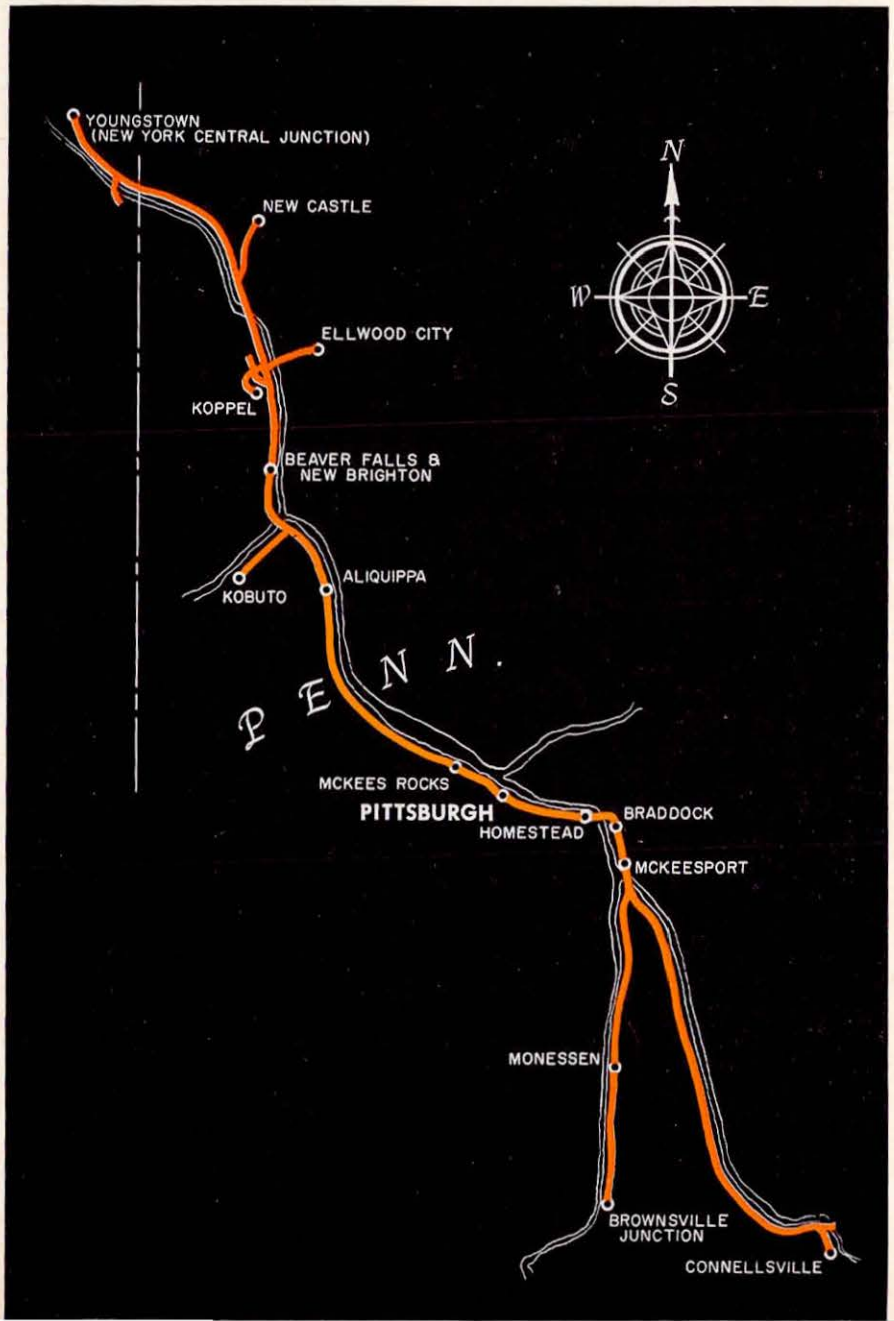
The P&LE: A small road that thinks big

Its competition is fierce, but by doing things not expected of a small railroad it has been able to turn a neat profit.



Pittsburgh & Lake Erie is a strange and wonderful piece of transportation machinery. It is many things, most of them different, to many people. To the uninitiated, its continuing success can be something of an enigma. It is a property loaded with paradox, or so it can seem. And yet, by the usual standards of business performance, P&LE appears as one of the smoothest-running profit producers in the railroad industry today.

P&LE is a comparatively small road. It operates in highly-congested, heavily-industrialized territory. Its competitors are a formidable and wide-ranging lot —motor carriers, both regulated and unregulated; water carriers, both regulated and unregulated; and, of course, the other major railroads operating through the area, notably the Pennsylvania, Baltimore & Ohio and Norfolk & Western.

P&LE revenues, which stood at $43 million in 1957, dropped sharply, to $31.2 million in 1958, then slipped a little further to a low point in 1961. Since then, it's been a tough battle to bring the gross up again to its present levels of about $34 million in each of the past three years. At the same time, P&LE last year reported net income equal to $1 for each $3.30 in sales. On the basis of net income before federal income tax, '66 was PLE's best year in history—and the net-to-gross ratio was the highest in the past decade.

● **A look at the record.**—An understanding of the road—and a lot of the misunderstanding—starts with that record of the results. There's a lot that's obvious—and quite a bit that's not.

Glancing down P&LE's income statement is just a bit like reviewing the script for a television western. Everything looks pretty bleak for the first 25 minutes, but then the 7th Cav comes charging over the hill and in five minutes (less time for commercials), justice is returned triumphant. Income-statement format makes P&LE look less than blue-chip—until the eye drops down the page. Then, line by line, things begin to brighten. There are equipment and joint facility rent net credits of almost $20 million. There's other income of more than $1.5 million. There are fixed charges of less than $1 million. And finally, there's that healthy figure on the net-income line—$10,867,721, in 1966, the highest net reported in the past 11 years.

Some would call P&LE a money-

machine, a property capable of cranking out the net profits and the $6-plus dividends each year in effortless fashion.

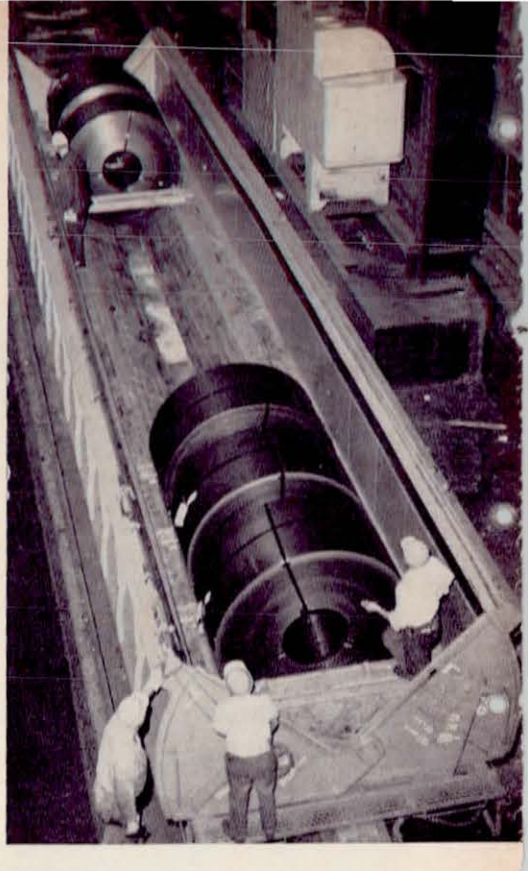
P&LE people and students of its operation can't agree. Money-machine it may be—but the "machine" sure isn't automatic. Its care and feeding require constant attention. And that's why, for instance, P&LE is now going into system-wide CTC, at a cost of more than $1.8 million . . . why it's investing heavily in specialized equipment such as highly-sophisticated coil cars and bulkhead-equipped gondolas . . . why it's in the process of stretching several thousand 40-foot box cars to 50-foot cars with 10-foot doors . . . why it went out and completely re-equipped its road-locomotive fleet with GE U28Bs . . . why it is modernizing Gateway Yard at Youngstown, Ohio, to improve the handling of heavier cars over the hump . . . why it was one of the first railroads to acquire an IBM System 360/30, and why it decided to re-program rather than merely to convert programs from the earlier 1401 installation . . . why it has just created a new industrial engineering department . . . why it's doing quite a few things that might not be expected of a small railroad, even one with the backing of its 80%-plus parent, New York Central.

● **How it's managed.**—From a management standpoint, P&LE is, and has been, a blend—career P&LE people working in a tight-knit organization with people with NYC backgrounds.

The road's chairman, since 1955, has been A. E. Perlman, NYC president and chief executive officer.

In the president's chair (P&LE has no resident vice presidents), there has been a varied group, in recent years. Little more than a decade ago, John F. Nash, wound up a brief hitch as president to return to NYC as vice president-operations and later senior vice president, before he moved on to become president of Lehigh Valley. His successor was John W. Barriger, and it was Barriger who guided P&LE through the problem years of the late 1950s and early '60s, with revenues which plummeted in 1958, then stabilized and finally started climbing again. The incumbent, Curtis D. Buford, came on board in late 1964 and took over the presidency Jan. 1, 1965.

Today, P&LE—like most other roads—is riding out the '67 slump, hoping for the predicted upturn later in the year and looking rather confidently to '68. Through the first seven months of the year, loadings and revenues have been off by better than 9%. Coal loadings, as it happens, have increased by about 9%.



Meantime, PL&E is moving ahead with its programmed 1967 improvement projects. By the end of this year, the central CTC console is expected to be on hand, and the road will be shoot-

Pushbutton-railroading: Next year the entire railroad will be under

At some point late next year, one man seated at a control console in Pittsburgh will be able to route trains by pushbutton control over the full length of Pittsburgh & Lake Erie's main line. Planning is well under way, some of the hardware has been delivered and signal gangs are now making changes required in connection with the $1.8-million job.

Essentially, the railroad will be streamlined from a four- and three-track mainline operation to one using single- and double-track mains. P&LE will have about 90 miles of double-track main between Youngstown and McKeesport, with each track signaled for operation in either direction. East and south of McKeesport, P&LE lines to Connellsville and Brownsville will be single-track with CTC and passing sidings.

For its investment, P&LE will get greater capacity and greater operational flexibility in handling traffic which may total 200 trains a day, including both P&LE and Baltimore & Ohio operations. The project, P&LE people are convinced, will pay for itself within a reasonable period.

● **Traffic, hot and heavy.** Traffic on P&LE now is both heavy and concentrated. For a recent typical day, a count showed 44 trains operating during the 3-to-4-p.m. period, with traffic peaks between 3 and 8 p.m. and between 6 and 9 a.m. On this typical day, with operation under the control of operators at five centralized traffic control machines, about 3,500 separate movements were made to position switches or clear signals for trains in the 24-hour period.

To handle this traffic more expeditiously and to get set for predicted traffic increases, P&LE engineers, working with WABCO's Signal & Communications Division, determined that a UR route-type control machine would be most practical. With such a machine, the operator pushes only two buttons to route a train through an interlocking or over a controlled section of line. He presses a button where the train enters and another button where it leaves. The control equipment selects the route, positions switches and, when it's safe to do so, clears signals for the train. With the new machine, the operator will have just 227 pushbuttons to control the entire mainline operation.

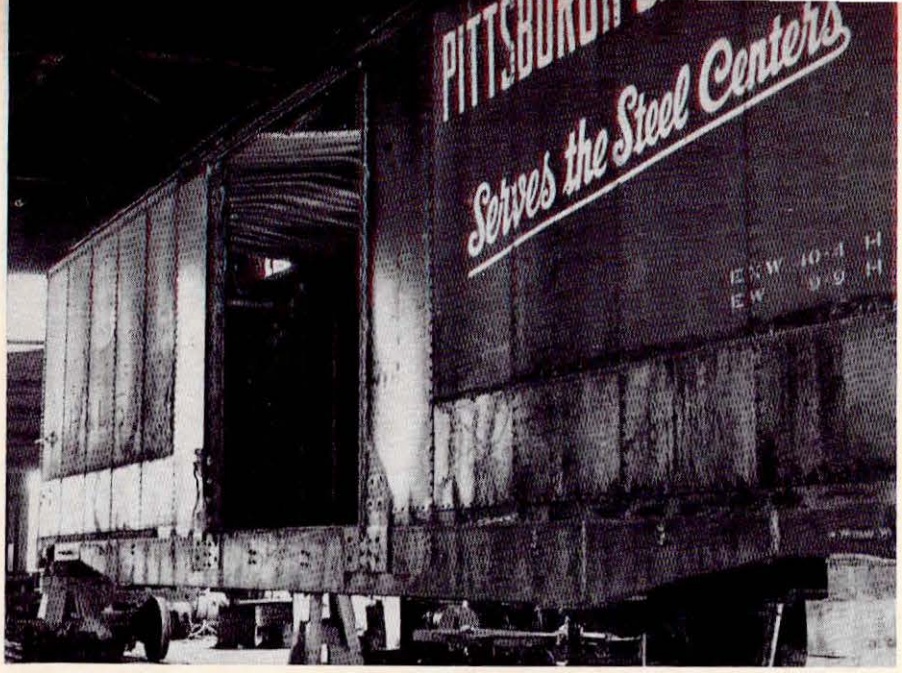
As part of the project, trackage changes are being made at three points (New Castle, Aliquippa and McKees Rocks) where the mainline tracks are split, with yards located between mains. To reduce congestion and delays, main tracks will be relocated to skirt one side of the yards, and a controlled siding off the main tracks will be provided so that yard leads can be worked without interference to mainline operations.

The controlled siding principle—power switches and controlled signals at the main track—will also be used at other points where required.

● **New 'tower' planned.** The entire railroad is to be controlled from a new Pitt "tower" in the railroad's general office building on Pittsburgh's South Side.

The new control machine will handle switches and signals at 39 locations. CTC or interlocking machines at various points on-line control 44 such locations under the setup which has been in operation.

To insure good communications be-



HEAVY INVESTMENT IN NEW EQUIPMENT

Specialized cars—and a program to turn old cars into new and better ones—have been given top priority in P&LE equipment plans. Fifty breadbox steel coil cars from Evans (left) are among 1,400 new cars that will join the fleet this year. Meantime, P&LE shops continue to stretch 750 40-foot box cars to 50 footers (above).

ing at a completely centralized CTC operation by late in 1968. By the end of this year, most of the 1,400 new freight cars on order will have come onto the property. And by the end of this year, McKees Rocks company shops will have sent about 750 more rebuilt and lengthened box cars back into revenue service.

● **Appearances deceived.** In some ways, P&LE's performance in the hardware area is one of those paradoxes that seem to dot the property. For instance, a visitor to Pittsburgh, eyeing the ornate and little-used passenger waiting room with its polished brass and leaded glass windows, doesn't quite expect to find a 360/30 computer nestling in the general offices upstairs. But it's there. By the same token, a visitor, looking at the old and somewhat cramped shops at McKees Rocks, finds it hard to believe the volume of work that's actually turned out. But F. H. McHenry, general superintendent-car and locomotive, has the figures to back the claims.

For its size, P&LE has a massive freight-car fleet to maintain. At the close of 1966, the fleet totaled 23,695 units. That's roughly 112 freight cars per mile of road. The national average is seven cars per mile.

McHenry concedes that the shops are, perhaps, not as large as they might be in view of the car ownership figures. But, he points out, P&LE still gets both its car-upgrading and its maintenance done in good style. The bad-order ratio currently stands at 2.3%—and it would drop to about 1.6% if the road were to eliminate a group of hopper cars awaiting a rebuild-or-retire decision. At the same time, the maintenance-of-equipment ra-

the thumb of one man at one console.

tween trains and the dispatcher's office at Pitt, 12 VHF wayside base radio stations, now locally controlled, will be provided with remote, dispatcher-control equipment. The new control feature will enable the CTC operator or dispatcher to select a particular radio base station and control it for maintaining communications with a train crew.

Tone-coding equipment will be installed for P&LE locomotive and caboose radio units so that a crew member will be able to signal the dispatcher or operator. Use of the tone-coding arrangement will light an indication lamp and alert the tower as to which specific base radio station is calling.

A solid-state, high-speed Type 549 code system will be used to send controls from the Pitt tower control machine to each of the 39 field stations. This duplex system will also continuously scan these stations and transmit indications to Pittsburgh. In a typical operation, the system will be able to scan and receive reports from all 16 field locations between Pittsburgh and Youngstown in five seconds.

The importance of such speed and capacity comes through clearly, when it's considered that traffic will reach or exceed 200 trains daily, with more than 3,500 switch movements and signal clearings required and each of these functions requiring a control to and an indication from the field.

● **Reverse signaling provided.**—Although there will be a net reduction in mainline track miles, remaining trackage will be made more flexible through installation of reverse signaling equipment. About 101 miles of mainline track will get signaling for bi-directional operation.

Work on track and signal changes is under way. In some locations, interlockings will be removed. Some power switches will be replaced with hand-throw switches equipped with electric locks. At other points, new power crossovers will be installed to provide greater flexibility of train operation. The total of all these changes currently planned will give P&LE three more controlled power switches, 21 fewer controlled power crossovers and 15 fewer controlled signals.

Highway-crossing protection will also be improved at certain points. With reverse running on both main tracks, longer approach circuits will be needed at locations where protection equipment has been controlled by single-direction train movements. Audio frequency overlay will be installed to provide this additional control.

In McKeesport, changes will also have to be made as a result of a P&LE-B&O trackage-rights agreement which will route B&O trains over P&LE and enable BO to eliminate 23 grade crossings on its present line through the city. P&LE will install improved protection at three crossings and, as part of the over-all McKeesport move, control will come under P&LE's pushbutton console in Pittsburgh.

The WABCO console which will go into full use late in '68 at Pitt tower will consist of a control portion with a small track diagram and the control pushbuttons, and a large separate display panel which will show location of trains and position of switches and will indicate whether signals are displaying proceed or stop aspects.

tio is under control and, as McHenry puts it, "our maintenance cost per car is well below the national average—even though we're maintaining a superior car."

For the record, P&LE posted an M/E ratio of 31% in 1965, dropped it to 29.3% in 1966 and then saw it inch up again this year, as revenues declined and absolute cost factors increased.

Odds are that the ratio can be kept within bounds. For one thing, heavy equipment purchases (particularly in '66 and '67) and the box-car-rebuilding program are giving the road a younger fleet. For another, planned revisions in the shop layout will make for a smoother work and materials flow and eliminate time-consuming and costly shuttling of cars between now separated scrap-and-reclamation, car-shop and paint shop locations.

Locomotive maintenance forces, too, are down, a reflection of the effects of last year's purchases of new power.

● **Stressing the special.** In the re-development of its equipment fleet, P&LE has gone as strongly as anybody has to the specialized car and to the specialized version of standard cars. The '67 budget, for instance, provides $22 million for 1,400 units—1,150 gondolas of five different types, 50 cushion-underframe flat cars and 200 125-ton, cushion-underframe coil steel cars, including 50 units equipped with integral, permanently-attached hoods.

Freight-sales people tend to wear broad smiles when they start talking of this kind of equipment, and the revenue potential it holds. H. L. Willard, assistant vice president-freight sales, points out that P&LE operates in a "highly-sensitive competitive area." Equipment recommendations are based on a painstaking search-out of shipper requirements, and then careful consideration of service improvement, as well as pricing for traffic gain and profit potential. The full assistance and cooperation of NYC's system marketing and sales people is utilized in all such studies. It is, as Buford notes, a "multi-discipline" approach.

The results show in the roster: The 500 coil cars ordered from Evans Products in '66 and '67; the decision to go for the integral-hood "breadbox" cars this year; the development of center-bulkhead gondolas, Greenville-built, for pipe shipment; the orders for cushion-underframe box cars, in part for tin-plate shipment. Now, too, results are showing in the regained-business column. One major automobile producer, which used to ship outer-body steel over-the-highway, now instructs suppliers to ship by coil car. And, Willard points out, P&LE has also recaptured "substantial movements of tin-plate and pipe that used to go by truck or barge."

● **That rental income.** All these 23,000-plus standard and special cars, obviously, spend quite a bit of time off-line—P&LE's net credit on equipment rents has ranged upward steadily in recent years, from a low of $11.7 million in 1958 to a peak of $17.7 million last year. (Total operating revenues in '66, by comparison, were $33.9 million.)

P&LE people, however, tend to bristle at the thought that their fortune depends upon playing freight-car landlord to the world at large. McHenry or Willard or General Superintendent G. E. Maas or Assistant to the President H. G. Pike will quickly point out that a number of factors enter into considerations of car ownership—one of which is that P&LE now owns only about two-thirds of the cars it once owned. Essentially, P&LE people take this position: There have been, are and probably always will be differing views on what constitutes "proper" car ownership for any road. P&LE reflects the position that ownership must be adequate to take care of on-line loadings at all times—and with a high percentage of loads moving to destinations off-line, that takes a lot of cars. Added to this are the road's car-supply responsibilities in connection with several affiliated companies, and its inability to exert control over the large number of general-service cars in the fleet. And the sum of all the parts is 23,000-plus freight cars.

Realistically, P&LE officers also call attention to the whole scheme of things under per diem rules and accounting procedures: Per diem payments, even under present scales, provide little more than coverage of ownership costs; and under the accounting practices followed, maintenance costs appear above the railway-operating-income line, while equipment-rent credits show up down below. As Pike puts it, the fleet ownership cost "is reflected upstairs, not downstairs." And in this connection it might be noted that for every year in the past 10, P&LE has had higher maintenance cost than transportation expense (with M/E expense topping M/W expense by at least a 3-to-1 margin).

Chances are P&LE will always have that "landlord" reputation—but chances are, too, that the road will still be able to make a good case for its argument that "we're not trying to make money on ownership—we're trying to get a competitive advantage."

● **On the level.** A good part of that competitive advantage, in addition

The men who are making P&LE spell success

Curtis D. Buford
President

J. J. Eash
Chief engineer

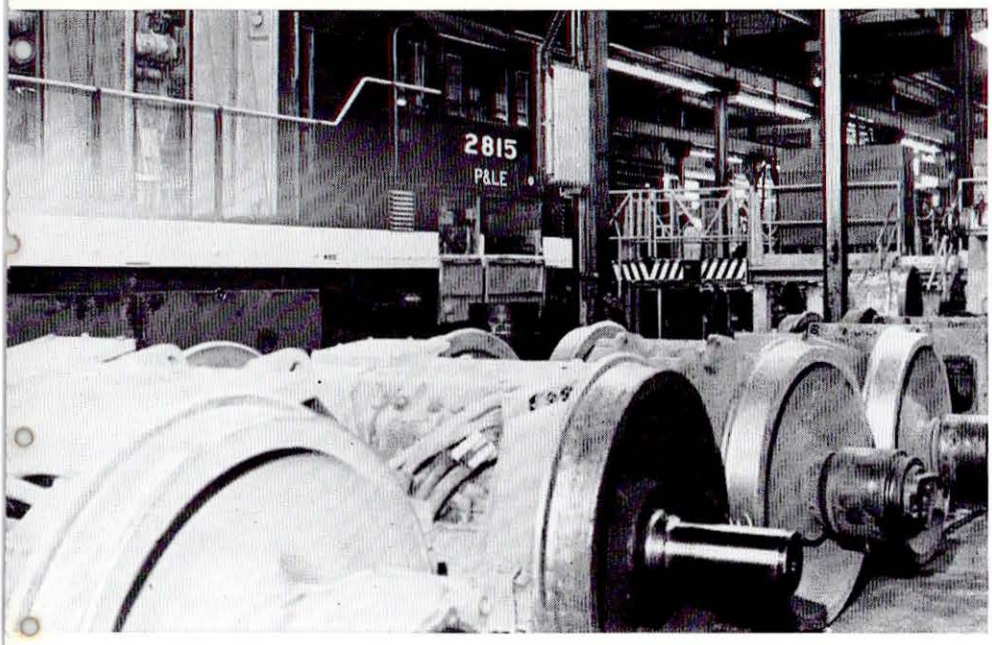
G. E. Maas
General super.

H. L. Willard
Assistant vice president Freight sales and service

F. H. McHenry
General superintendent
Car and locomotive

R. P. McConnell
General auditor

W. R. Haynes
Coal sales manager



NEW POWER FOR THE ROAD

Addition of 22 2,800-hp U28B diesel-electric locomotives to the P&LE fleet has enabled the railroad to put its former road locomotives into switching service and to retire smaller yard engines.

to car supply, exists in P&LE's physical layout and operating practices.

This is a railroad that exemplifies the NYC system character as a "water-level" route. P&LE follows the rivers —the Ohio, the Beaver and the Mahoning between Pittsburgh and Youngstown; the Monongahela between Pittsburgh and Brownsville, Pa.; and the Youghiogheny between McKeesport and Connellsville, Pa. As McHenry says, with a certain satisfaction, "we can take a big train in or out of Youngstown with two units—two of our new 2,800 hp units are capable of producing more than 600,000 gross ton-miles per train-hour on this railroad."

West from Pittsburgh, the river valleys (and P&LE tracks) take a relatively direct course. East from Pittsburgh, the valleys of the Mon and the Yough meander like a drunken Indian through the foothills of the Alleghenies. Now, the west end is the "hot" end of the road. But beginning next year, when the 37-mile Waynesburg Southern opens for business, P&LE anticipates continuing increases in coal traffic off the Monongahela Railway at Brownsville and onto the P&LE line down the river. Coal movements have been picking up, and with the coal reserves available in northern West Virginia, P&LE may once again find the Mon valley line moving coal in a volume reminiscent of coal's glory days of decades ago.

• **One big main—or one big yard?** Looked at one way, P&LE is a multiple-track main line with no sidings. Looked at another way, P&LE is one long yard, stretching from Youngstown to McKeesport and beyond. Looked at either way, Maas, Transportation Superintendent Bill Carnahan, the trainmasters and their crews have a sizable job on their hands in maintaining an operation that does the job for the customer and still keeps costs in line.

To the credit of the operating department, the balance does seem to have been struck, despite—or maybe because of—the fact that P&LE has to work a lot harder than many roads for what it gets.

By some comparisons, P&LE looks like a poor relative of the rest of the industry. Item: The industry average revenue per ton is a little better than $6. For P&LE, it's $1.17. Item: The industry average haul per ton is more than 470 miles. For P&LE, it's about 52. Item: The industry average daily car mileage is about 52. P&LE's is less than 11.

There are, however, a few points where this 210-mile heavy-hauler stands out—and thereby hangs a good part of the tale of P&LE's prosperity. For P&LE, the net ton-miles per train-hour average is close to 51,000. For the industry, it's about 34,000. For P&LE, 65% of car-miles are loaded car-miles. For the industry, the figure is 59.5%.

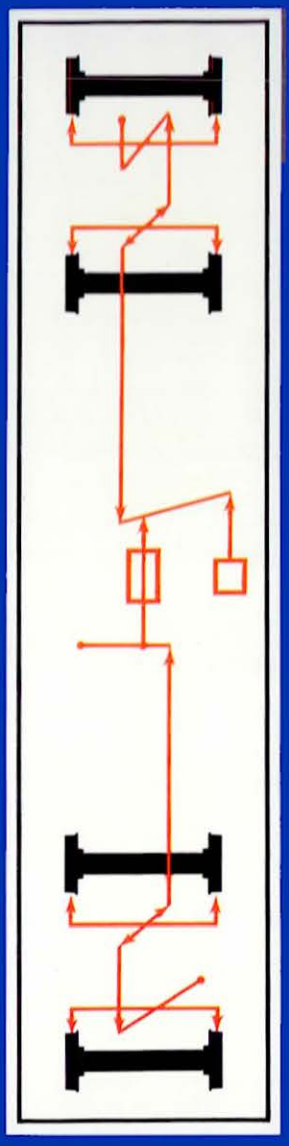
For P&LE, the average number of cars per freight-train mile is around 100, and cars handled per freight train, including setoffs and pickups, average 170. For the industry, the figures are considerably lower.

• **Working the railroad.** P&LE has certain fairly well-defined operating characteristics. With its water-level grades, it's basically a two-unit, 5,600-hp road-power railroad. It will run nine or 10 "mainline" trains daily, but they're not exactly what other roads would regard as hotshots: On P&LE, with its closely-spaced yards, road trains generally work three to five points between origin and destination.

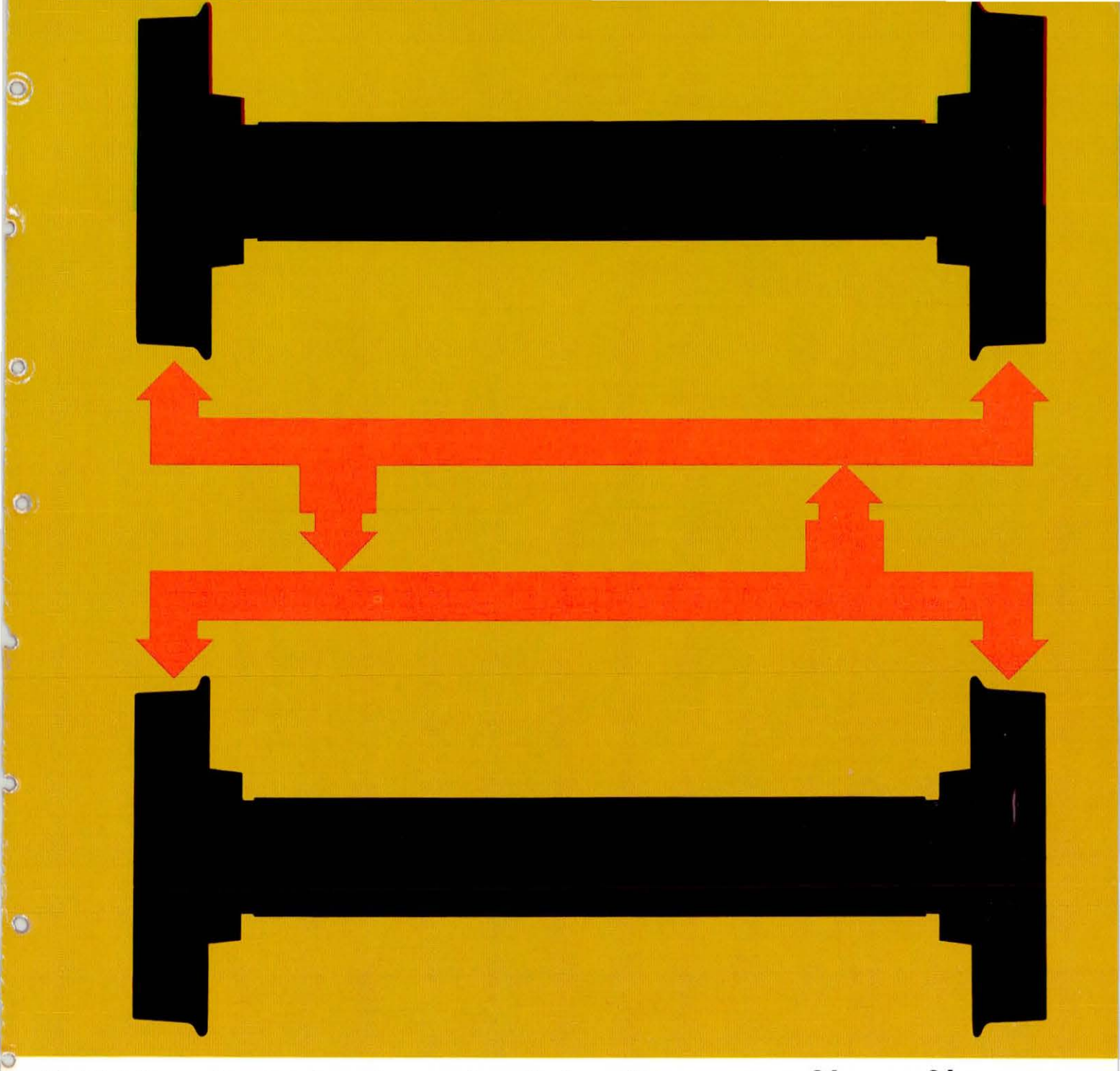
Terminal costs are closely watched, but they're not quite the millstone they might be to many roads with P&LE's short mileage and heavily-industrialized territory. One reason: P&LE, as a practical matter, is really an intermediate carrier (rather than an originating or terminating carrier) on much of its steel-industry business. Terminal operations, especially in the Pittsburgh area are handled by such captive steel roads as the Union, McKeesport Connecting, Monongahela Connecting, Aliquippa & Southern, Monessen & Southwestern. And in Youngstown, there's an old but seemingly still workable system under which each of the four major roads serving the area (P&LE, PRR, B&O, Erie Lackawanna) switches certain major industries on a sole-road arrangement, and the costs are apportioned to each road on a per-car-handled basis. Per-car costs are determined by each road individually—and any disputes are, hopefully, worked out through a Youngstown superintendents group.

Youngstown, of course, is the point where P&LE does most of its interchange—and the point where the road's major yard is undergoing both physical and operational change.

P&LE people at Gateway Yard are



Conventional rigging's indirect action keeps braking efficiency at 40% to 65%



WABCO applies braking forces directly for efficiency of 80% to 85%

The WABCOPAC® Brake Assembly is a truck-mounted, direct acting, package braking system that gives identical, balanced braking on all four wheels of each truck. Because WABCOPAC Brake Assembly eliminates all of the inefficient power transmission linkage, its efficiency is 80 to 85% as compared to conventional brake rigging efficiency of 40 to 65%.

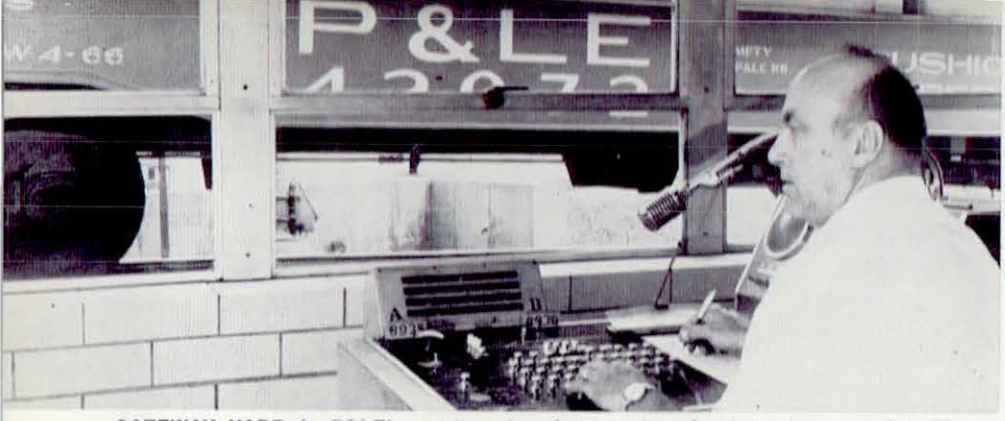
The WABCOPAC Brake Assembly is tailor-made to release brakes faster (a real benefit at lower train speeds) and provide the closer speed control necessary for the tightly scheduled freight trains of tomorrow. The closer speed control it gives high-speed trains will allow them to be deeper within a signal block before braking, so average speeds will be higher.

The trend is to larger cars, tighter schedules, and higher average speeds—almost as fast as passenger trains. This advance in railroading will lower transportation costs but also will put critical demands on speed control equipment to maintain higher average speeds within signal blocks.

Meeting these demands is WABCO's business. Our speed control developments include: the WABCOPAC Brake Assembly for more efficient control and response, the ABD Valve for accelerated releases, and the Remote Multiple Unit control system for closer speed control and braking efficiency on high-speed freight trains. For more information, contact Westinghouse Air Brake Division of Westinghouse Air Brake Company, Wilmerding, Pennsylvania 15148.

WABCO

WABCO HAS IT NOW—CLOSER SPEED CONTROL FOR TOMORROW'S FASTER FREIGHTS



GATEWAY YARD is P&LE's western terminus and major interchange point. Master and group retarders will be improved for better handling of heavy cars.

scheduled to take delivery this month of WABCO Hevi-Car kits for the yard's retarders to permit the hump to handle cars of up to 160 tons. Gateway, designed more than 10 years ago, was set up for 100-ton capacity, on the then-standard. Later, modifications were made to permit humping of 120-ton cars. But, as Chief Engineer J. J. Eash points out, P&LE has a growing roster of 125-ton cars—and so Gateway's retarders are getting the Hevi-Car treatment.

• **Costs go down.** At the same time the electronic classification yard is being made more efficient physically, it's getting an operational streamlining. This long, narrow class yard will see 1,500 to 1,800 cars humped daily. And Maas, Terminal Superintendent John Shomaker and his people are keeping the yard going with (a) lower costs, and (b) improved service capability.

To handle Gateway and 10 other system yards, P&LE is currently using 70 switching units—and its available rate consistently runs better than 90%. With the normal weekend lull in business activity generally, P&LE is basically a six-day railroad—and yet it averages two tricks per day for its entire fleet of switching units over the seven-day period. The level of utilization is high. Youngstown operations, including Gateway, account for approximately half of the total yard assignments—emphasizing again the importance of this terminal to P&LE and the NYC system.

• **Bridge jobs begin.**—And, while P&LE is improving Gateway, it is not ignoring engineering improvements elsewhere. A two-year program, begun in '66, is aimed at modernization of West Aliquippa yard, and P&LE may eventually convert the yard to a modified hump operation. At McKeesport, construction is about to begin on a two-track bridge to connect B&O with P&LE and another new bridge replacing an existing double-track structure on P&LE at the juncture of its Mon and Yough lines. Both bridges are part of a cooperative project for rerouting B&O operations over P&LE for 3.3 miles thus permitting abandonment of B&O's at-grade line through the heart of the city.

• **Enter the 360/30.**—While Maas concentrates on running an efficient operation, while Eash keeps track of a varied collection of engineering projects, while Willard and his staff are hustling for new traffic, it remains for one of P&LE's career veterans to pull all the pieces together in meaningful fashion. General Auditor R. P. McConnell is the man in charge of the figures—and P&LE's 360/30 computer operation, which has begun to click along smoothly.

In shifting over from a 1401 setup to the 360, P&LE made the decision to break cleanly. As McConnell recalls, "we could have automatically converted programs to the 360. But our choice was to re-program, to go to new 360 programs. We went through all the agony—about 150 programs had to be rewritten, if we were to use the 360 in the way it was intended." Was the decision worth it? McConnell thinks so. P&LE, he thinks, will be making more efficient use of the machine's capabilities—and, through the work accounting people had to do in re-programming, "they've been able to get a much clearer insight into the total program."

P&LE has quite a list of projects for the 360—and it's planning to make maximum use of what might be regarded as by-product data from the computer.

Some years ago, for instance, the road centralized all inbound freight billing in Pittsburgh. For the past year, it has been looking toward a centralization of all outbound waybilling. With both inbound and outbound operations keyed into one point, and with a few informational voids filled, P&LE people expect to develop a car-control system—in effect, as a by-product made available with little or no additional expense.

• **Working with NYC.**—As might be expected, P&LE is tied into the NYC data-processing system for certain aspects of information retrieval. Realistically, however, it has also recognized that Central's kind of data-handling operation is not wholly applicable to a property of the size and nature of P&LE—and so McConnell will be tailoring his programs for its own specific requirements, while at the same time cooperating closely with NYC for uniform information processing.

P&LE's compact purchases and stores operation, for example, doesn't require so sophisticated a system as New York Central's material inventory control and accounting (MICA) system—but use is being made of the P&LE's computer system for pricing and printing of monthly chargeouts and inventory of various classes of material, taken at intervals throughout the year. And, P&S Manager C. E. LeSuer points out, further efficiencies are being achieved through the extensive use of Data-phone transmission of orders to replace written purchase orders, and through the use of tape-recording equipment for periodic recording of quantities of material on hand for inventory and chargeout purposes.

• **Action and reaction.**—In this area, as in most others, the key word seems to be "adaptability."

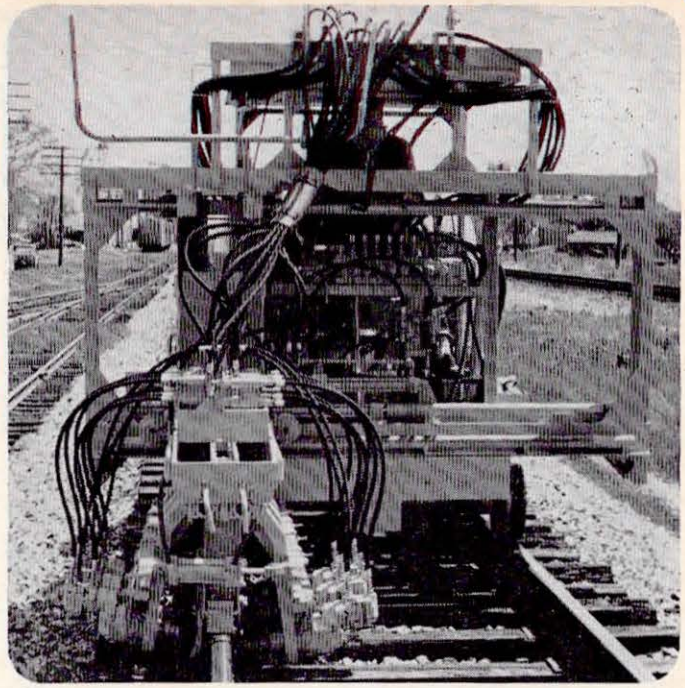
Organizationally, the titular head of each P&LE department is a New York Central vice president based in New York. But the operation of the railroad is in the hands of men on the scene, and P&LE's Pittsburgh managers, whether career men or comparatively recent arrivals, quickly develop a feel for the needs and capabilities of their compact and complicated operation.

What follows is a certain attitude of pride, which carries through to the rank-and-file employee—who can take satisfaction in the knowledge that he is working for a profitable company and that management knows he exists. As Director of Personnel W. J. Petrie and Safety Supervisor J. J. Sheehan might put it, P&LE is a road where the little things still count. Efforts are made to personalize training programs and to keep brotherhood representatives fully aware of the road's situation.

Over-all, then, P&LE would seem to be able to lead from strength. Financially, it is solid. Operating expenses are under effective control, debt obligations are being steadily reduced. Net has been increased by more than 10% during a decade when total revenues dropped off by more than 20%.

From an operating standpoint, the road would seem to have a leg up on the future. Road power is new. More new cars are in the works, in addition to the 1,400 to be delivered this year.

3-machine joint package



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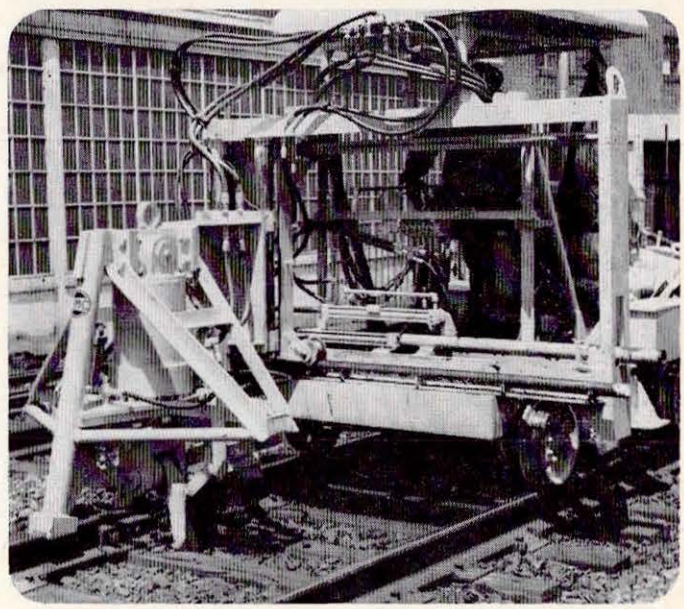

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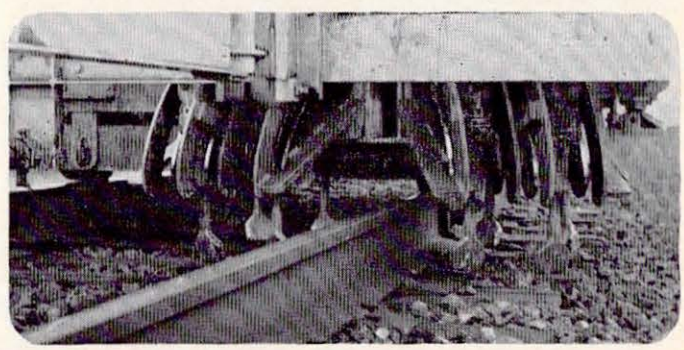

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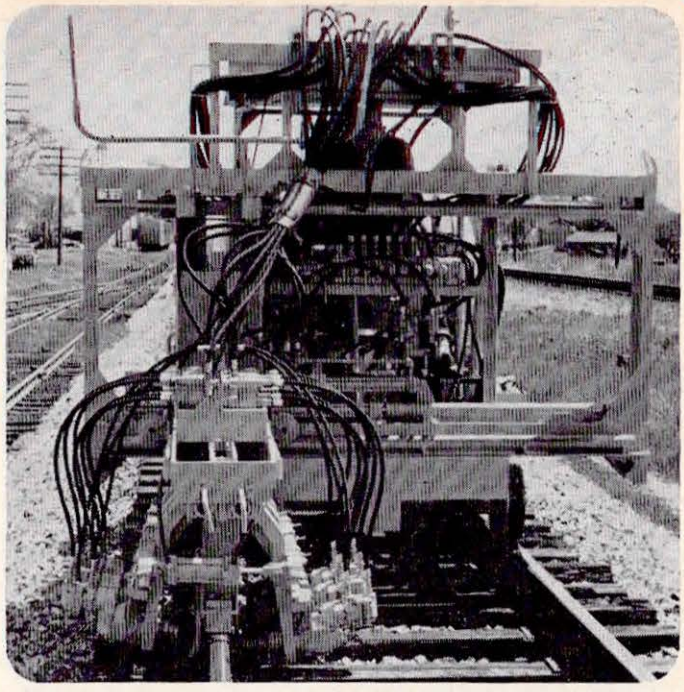
Railroad men from all roads serving the Pennsylvania-Ohio area have been outspoken in their opposition to what's been called the billion-dollar ditch, or perhaps the billion dollar boondoggle. But Buford has seemed to be everywhere at once, hammering away with facts, figures and ideas aimed at pointing up absence of justification for the construction of the river-lake waterway.

For the moment, opponents of the canal project seem to have scored. An appropriation for further study of the canal has been replaced, in Congressional consideration, by a proposal for a smaller appropriation for study of a reservoir in the Grand River valley. Canal foes, however, may have scored—but they haven't won. Here's how Buford sizes up the present situation:

"I think the proponents of the canal have shifted their strategy. I think they're as dedicated as ever to the construction of this canal between the Ohio River and Lake Erie. I do not think—no matter what has been said—that they have changed their objective at all. I view the proposal to construct a so-called reservoir in the Grand River valley as merely the first step in a greater scheme to construct the canal piecemeal."

3-machine joint package



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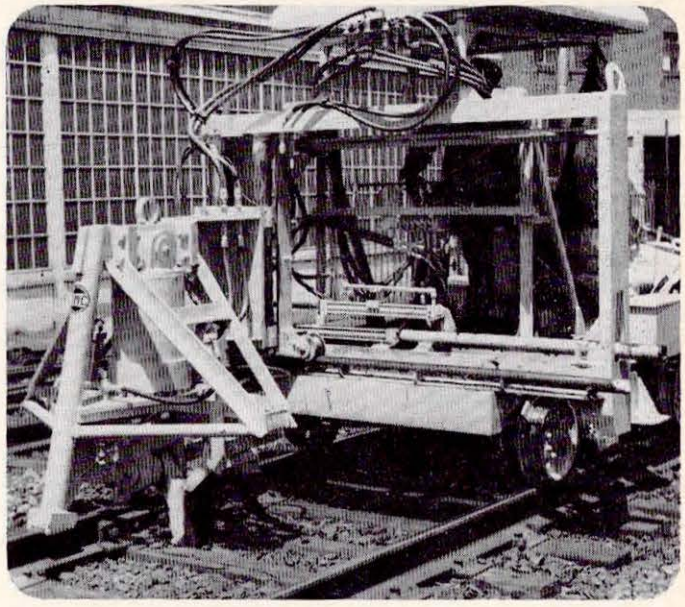

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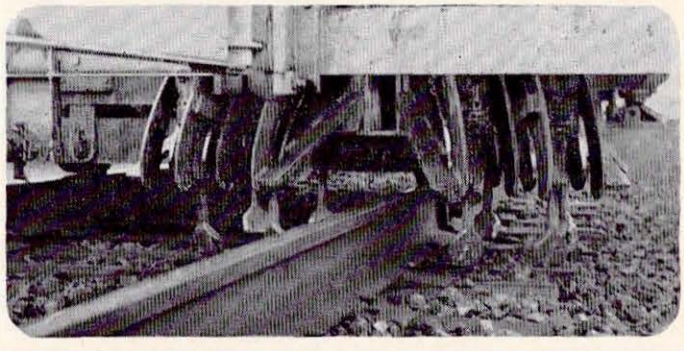

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as P&LE management works to improve the road's competitive capability. Physically, the inherent advantages of location and grade have been preserved with consistent maintenance programs. Yard improvements and, particularly, the CTC centralization will put the operating department in shape to handle more business more effectively.

• **How's business?**—That last factor—more business—is one on which quite a bit hinges. Steel production in the area has not increased at a rate comparable to that of the industry as a whole. Coal production isn't what it used to be. Coke production is almost non-existent, despite the fact that the Yough valley around Connellsville at one time was the coke center of the world. Still, on virtually all counts (excepting coke), P&LE people seem confident. It's their belief that steel production in the Pittsburgh-Youngstown district should continue at least at current levels and probably with some improvement. And they're positive that coal traffic is on a long-term upswing.

On the positive side in steel, the area can point to facility improvements—expansion and modernization—at a number of mills, notably those of Jones & Laughlin, U. S. Steel, Pittsburgh Steel, Sharon Steel and Youngstown Sheet & Tube. P&LE officers recognize a basic problem of the industry in their district: With changing population and growth of steel-making facilities in other parts of the country, the Pittsburgh-Youngstown area hasn't been in the optimum position. Generally, the area has been the first to feel a business slump and the last to recover. Now, however, railroad men think the wide-ranging improvements in local plants will alter that situation.

The potential in coal likewise can't be ignored—and P&LE with its connections to the Monongahela and WS and with its own coal-producing lands in the area, is counting strongly on continuing traffic and revenue increases.

At the same time, the road should be able to make still further gains in capturing or recapturing steel-industry business now available—business such as the tin-plate, pipe and coil steel which cushion-underframe box cars, bulkhead gondolas and the new fleet of coil cars have already started bringing back to the rails. And between the efforts of P&LE's local sales and rate personnel (joint with NYC) and NYC's marketing and sales departments, the picture may be made even brighter than a pragmatic forecast of the territory's industrial future alone might indicate.

P&LE people think it can be that way. And so the outlook is for P&LE to go right along—enigmatic, paradoxical and profitable. ■

THE P&LE

Buford engineers a going railroad

It was just about three years ago that Curtis D. Buford and the New York Central system had a homecoming. Buford, an operating man with NYC since his railroad career began in 1946, had left Central in 1959 to become vice president-operations and maintenance of the AAR. Five years later, he rejoined the Central organization, as executive vice president of P&LE. On Jan. 1, 1965, he succeeded John W. Barriger as the road's president. Now, rounding out his third year in Pittsburgh, here's how Curt Buford looks at his railroad and its future.

Q. As conditions appear today, and as you read the signals, how would you assess P&LE's potential, over the next few years?

A. Generally, I think P&LE is in a most favorable position, for expansion of traffic and for improvement of industrial development in our area. As you know, the coal from northern West Virginia—which hasn't moved in great volume in recent years—is having a significant rebirth of popularity, for use as fuel for public-utility electric generating plants. We own a substantial amount of coal in that area—and we offer a favorable route for its movement. We're now moving a good many unit coal trains per month, and we expect that the total of this movement will increase substantially.

Q. How about the steel industry?

A. Rebirth would be the word here, too. And this is especially significant when you consider that 43% of the country's steel-making capacity is centered in this district—Pittsburgh, Youngstown, Johnstown, Monessen, McKeesport, Wheeling, Sharon, Weirton. This is the core of the industry. Now, it's true that this industry was largely built a number of years ago, and of course it has experienced a certain obsolescence as new steel-making facilities have been built elsewhere. But look at the record now. Pittsburgh Steel has vastly improved its facilities at both Allenport and Monessen. Jones & Laughlin has had a continuous improvement program at its Pittsburgh and Aliquippa works. J&L is now engaged in a very substantial modernization and improvement project at Aliquippa, which is local to our road. U. S. Steel has modernized its mills in this area, and there are reports of substantial further improvements. Youngstown Sheet & Tube has kept pace.

Q. All of this should help P&LE in several ways . . .

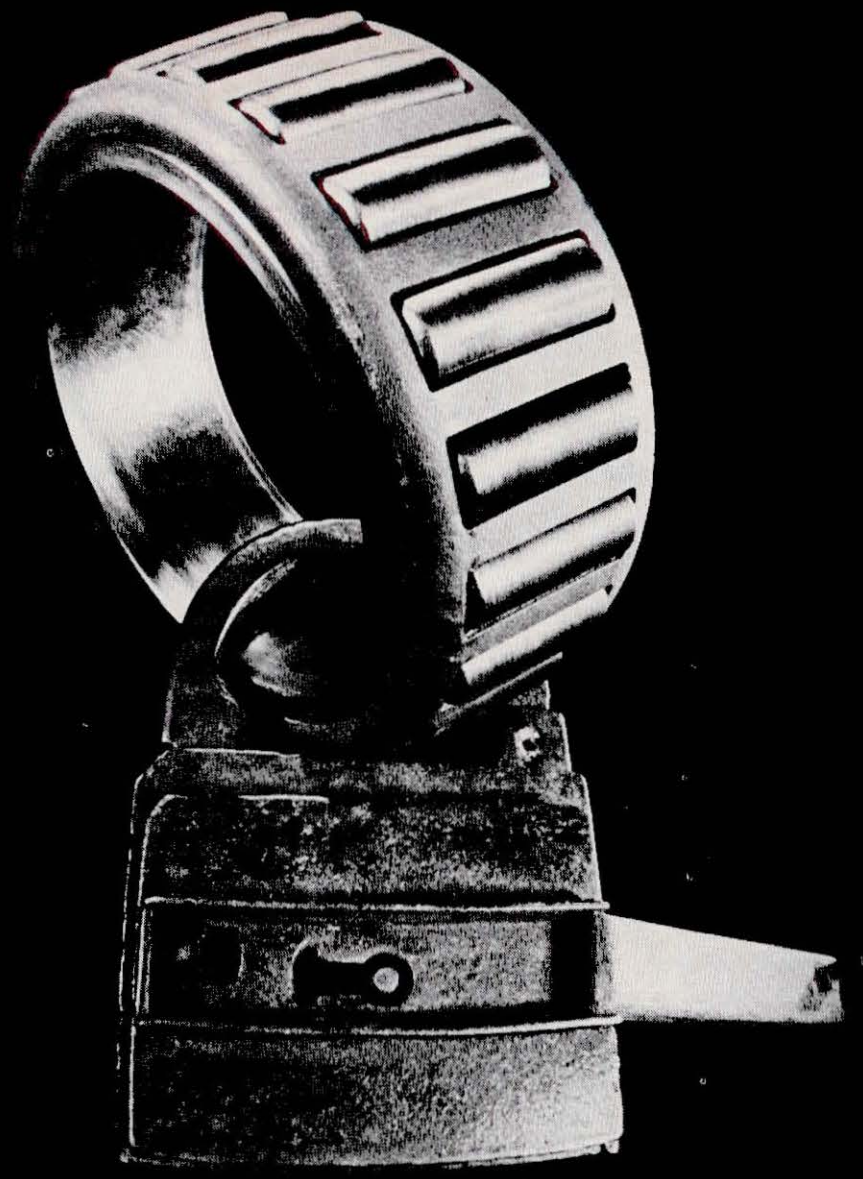
A. In our position, we benefit on both the inbound movement of raw materials and the outbound movement of finished products. And there's also been vast change in shipping methods involving iron and steel products. That's why P&LE and New York Central have pioneered in a significant way in the development of new types of equipment to provide the best shipping environment and the most advantageous loading and unloading features that we can devise.

Q. How about the potential for greater traffic diversification?

A. Well, for one thing, cement production in this area is increasing. For another, we're seeing growth in the chemical industry. The Sinclair-Koppers chemical plant at Kobuta, on the P&LE, is increasing its capacity. U. S. Steel is expanding its coal-chemical-making complex at Clairton. It's known that Consolidation Coal Company—and, I'm sure, other coal companies and oil companies—are exploring the use of coal as a raw material for production of gasoline as well as chemicals. This kind of by-product activity may make a sizable contribution to traffic diversification and traffic increases.

Q. So P&LE logically should be able to look for certain revenue increases coming along?

A. Our great decline in freight reve-



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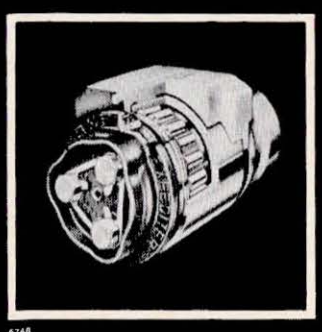

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Buford won't give an inch in the anti-canal fight

If railroad presidents were named as kings of England used to be, P&LE's president might be known as "Curt the Indefatigable," partly for his work with the railroad itself and partly for the role he's played in fighting the proposal to build an Ohio River-Lake Erie canal.

Railroad men from all roads serving the Pennsylvania-Ohio area have been outspoken in their opposition to what's been called the billion-dollar ditch, or perhaps the billion dollar boondoggle. But Buford has seemed to be everywhere at once, hammering away with facts, figures and ideas aimed at pointing up absence of justification for the construction of the river-lake waterway.

For the moment, opponents of the canal project seem to have scored. An appropriation for further study of the canal has been replaced, in Congressional consideration, by a proposal for a smaller appropriation for study of a reservoir in the Grand River valley. Canal foes, however, may have scored—but they haven't won. Here's how Buford sizes up the present situation:

"I think the proponents of the canal have shifted their strategy. I think they're as dedicated as ever to the construction of this canal between the Ohio River and Lake Erie. I do not think—no matter what has been said—that they have changed their objective at all. I view the proposal to construct a so-called reservoir in the Grand River valley as merely the first step in a greater scheme to construct the canal piecemeal."

put an extra deep side sill on the cars, as well as a longer one. We've installed additional stringers and improved end sills. And we're substantially strengthening the bolsters. These are the areas where car-maintenance problems develop after a few years, and we think the extra strength we've built into the cars will keep them maintenance-free for a considerably longer period.

Q. In considering a '68 new-car program, what particular types of specialized cars are you most interested in?
A. Well, we're looking at cars to carry hot rolled coils and at more cold rolled coil cars. We're also studying acquisition of more bulkhead gondolas for pipe.

Q. You've been able to recapture quite a bit of business with these new coil cars . . .
A. That's correct. We have a number of cushion-underframe flat cars that we've converted for coil service. And of course, we have our gondolas specifically built for this movement.

Q. How about the growth of the pipe business?
A. That's quite a story. We're fortunate to have direct access to large pipe-making facilities—Youngstown Sheet & Tube, Jones & Laughlin, U. S. Steel, to name three. Now, the pipe market is demanding, to an increasing extent, coated pipe. And we're seeing the development of a substantial pipe-coating industry along our lines. Pipeline Service at Glenwillard has expanded steadily, over the past several years. McKeesport Pipe Coating is a new company which has located on P&LE. Standard Pipe Coating Division of General Steel recently acquired an operation in the Youngstown area. Midwestern Welding Co. Ltd., is going to build a plant on-line at Monaca. We expect P&LE to continue to be a key road in both the manufacture and the coating of pipe. Our bulkhead gondolas—some with end bulkheads and some with end and center bulkheads—have been designed with this traffic specifically in mind.

Q. So you're generally—and specifically—confident of P&LE's future . . .
A. I don't want to imply that business is going to double, or anything like that. But business is going to be good. There are some things in the works that can't be talked about now—they're not our projects, and it's up to other people to do the talking. But believe me, there are really going to be significant changes in the steel industry in these valleys. We see a lot of traffic developing—and we certainly expect to share in it. ■

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Dura-Wood is laminated edge-grain oak, pre-cut to size, easy to install. It gives a smooth end-to-end surface and provides better cargo protection (no shrinking, no gapping, no breakthrough).

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You'd expect the best freight car floors from the leader in hardwood flooring. Bruce experience in wood technology has resulted in Dura-Wood's outstanding dependability.

Special tests in the engineering laboratory of a leading university have proven that Dura-Wood will sustain lift truck wheel loads up to 82,500 lbs. Leading Class I railroads have used Dura-Wood for years with never a failure. Because it requires less maintenance, Dura-Wood goes hand-in-hand with new computer controls to give freight cars more revenue-producing days per year.

Available in lengths, thicknesses and machining as specified—with preservative treatment if desired. Also ideal for replacement floors, since Dura-Wood outwears ordinary flat-grain floors as much as 6-to-1. For complete data, write E. L. Bruce Co., Box 397, Memphis, Tenn. 38101.

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FREIGHT CAR FLOORING

MEMBER RPI

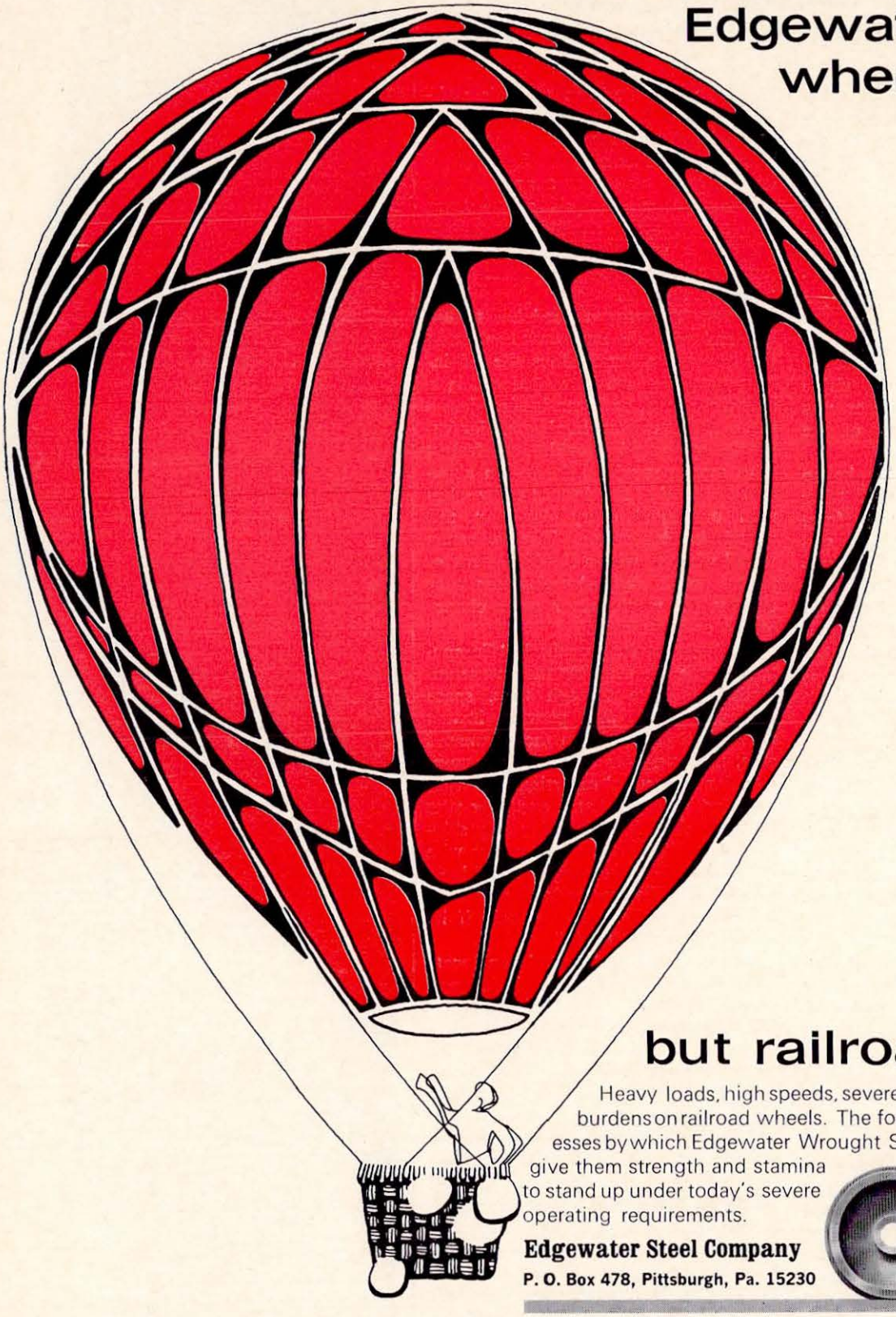
P&LE Flats "Baby" Key Cargo

This is the new, 77-ton, cushioned flat shippers and railroaders have been talking about. It's gentle . . . handles key cargoes like transformers and machine tools beautifully and is tough enough for hard, work-a-day service. The car is 53'6" long and equipped with a new, super-cushioning system. This system, free of hydraulic parts and castings, is virtually maintenance-free. If you were beginning to think all flats were alike, a look at this one may change your mind. Information on this super-flat, which 'babies' key cargo, is as close as your telephone. Check it out today.

GREENVILLE STEEL CAR COMPANY
Subsidiary of Pittsburgh Forgings Company
GREENVILLE, PENNSYLVANIA

Circle 22 on reader service coupon

some forms of transportation don't need Edgewater wheels...



but railroads do!

Heavy loads, high speeds, severe braking all put extra burdens on railroad wheels. The forging and rolling processes by which Edgewater Wrought Steel Wheels are made give them strength and stamina to stand up under today's severe operating requirements.

Edgewater Steel Company
P. O. Box 478, Pittsburgh, Pa. 15230

Circle 23 on reader service coupon

Perlman computes cybernetics' future

The computer's greatest value, says NYC's president, is that it forces management to take a hard analytical look at business.

The industry that successfully manages innovation and change, properly using cybernetic systems, will be the one that survives and prospers in the future.

Enlightened use of computers and cybernetic systems by railroads is creating a management revolution by forcing railroaders to step back from the business, pause and then thoroughly analyze where they are going.

These were among the key ideas set before last week's third annual meeting of the AAR's Data Systems Division in Houston, Texas. The speaker was Alfred E. Perlman, president of the New York Central System.

- **Railroads in the van.** "Make no mistake about it," Perlman said. "Our industry is blasting into the forefront in the development and use of such systems." The essential tool in these systems, he added, is the computer.

Three characteristics—speed, accuracy and memory capacity—set the computer apart from any of man's other inventions. For the first time man has been able to extend the capacity of his brain—rather than his physical capacity—to command and control.

"Even though the computer has given new horizons to industry—particularly the railroad industry—misapprehensions cloud much of its work," Perlman said. "For all of its qualities, no computer can exercise imagination or match the creative ability of man. It is an extension of the human brain—but not the brain."

The computer can be compared with that part of the brain which stores and utilizes information, makes comparisons, calculates, relates and balances variables, the NYC president pointed out. "The results can be programmed to issue commands which can automate machines or be substituted for human control of other decision-making functions. The computer can also be thought of as a unique filing system than can compress a building full of file space into a small area, yet instantly retrieve and sort out data. But the computer still requires the human brain to program its machinery and give it purpose and direction."

- **Across the board.** The computer's greatest value, Perlman told his audience, is that it forces management to take a hard analytical look at business. "Competent managers who fully understand the role of computers must make a total systems analysis of whatever problem is being studied, instead of adopting a sales department, a manufacturing department or a financial department outlook.

"Every department head has to understand what the computer can do. It can become a tremendous file of information that can be pulled out in a slivered second, or it can become just a piece of $20-million hardware. For example, we could provide our freight sales managers with information about every carload of freight that every salesman originated every day—but this would be ridiculous. The salesman would wind up with a sky-high stack of papers on his desk—keeping him busy all day. He would never get a chance to call on customers.

- **Programming required.** "Computers should be used as they were intended—to slice through time, space and paperwork and provide instant answers to questions. In the salesman's case, the computer would be programmed for 'exception' reporting. This tells him, for example, that a customer who normally ships 20 cars a day only shipped two today, or that a customer who normally ships two cars has suddenly shipped 20. The routine business would be brought to his attention only if he specifically requested it."

Perlman said the Central can locate a shipment in micro-seconds in its computer files. With the aid of computer-fed television sets, the NYC can tell a customer the precise location of his freight car and the history of its movement on line. "In addition," he added, "our computer memory system incorporates the individual characteristics of the 1.8 million freight cars in operation throughout North America, any of which may be on our line at any time."

The weak link in today's cybernetic controls is the data base, Perlman said. "The output of our computers is only as good as their input. . . . Automatic car identification, tests of which you

(Continued on page 42)

DEAR SUBSCRIBER:

One of the places you count in this world is the blue folder bound into this issue. If it weren't for you, the figure of Total Average Paid Circulation, right center—14,633—would be one number smaller. The same thing is true of the number for subscribers of your Title & Occupation, inside the form, and of the number of subscribers shown for your region of the country.

These blue pages are Railway Age's statement of circulation. They are subject to a strict audit by the Audit Bureau of Circulation — the "ABC"—an association set up 53 years ago to regulate and standardize publishers' subscription claims.

The Railway Age statement is more informative than most magazine circulation audits. It includes a unit analysis—a breakdown of subscribers by size of railroad—measured by freight car ownership and by track miles.

As a subscriber to an ABC-audited publication you get a better product, because our editors know who you are and are better able to plan the product for you. Our advertisers have a meaningful description of the Railway Age audience that aids them in planning their advertising—and the money they spend in the magazine enables us to maintain our big (twenty-two man) editorial staff, and to hold subscription prices 'way down (they are lower now than they were in 1947—as little as 8 cents a week for a railroad man).

One reason for publishing this statement here is so you will know why our circulation department, and the ABC's auditors, ask so many questions about you and your job. That is so we can classify you properly in paragraph 3.

We are real proud of paragraphs 9 and 11. Paragraph 9 shows that you pay your bills fast, and paragraph 11 shows that a high percentage of you renew your subscriptions when they expire.

Thanks on all scores!

THE PUBLISHER

RAILWAY AGE

(Established 1856)
PUBLISHED WEEKLY (SEE PAR. 11(a)) BY
SIMMONS-BOARDMAN PUBLISHING CORPORATION
30 CHURCH STREET, NEW YORK, NEW YORK 10007

Standard Form
Business Publication Publisher's Statement

Subject to audit by Audit Bureau of Circulations, 123 N. Wacker Drive, Chicago, Ill. 60606

FOR 6 MONTHS ENDING JUNE 30, 1967

This publication is not the official organ of any association.

Field Served: Railroads, Rapid Transit; Industrial Traffic Departments.

1(a) AVERAGE PAID CIRCULATION:	Averages for Period	
Subscriptions:		
Individual - See Pars. 5 & 6	7,556	
Association		
Group, for employes, branches & subsidiaries of purchasers (Mail Subscriptions Special) See Pars. 5(d) & 11(b)	6,716	
Bulk, for other than employes, branches & subsidiaries of purchasers (Term Subscriptions in Bulk) See Pars. 5(d) & 11(c)	348	
Average Total Number of Subscriptions		14,620
Single Copy Sales: See Par. 11(d)		13
TOTAL AVERAGE PAID CIRCULATION		14,633
1(b) AVERAGE NON-PAID DISTRIBUTION TO FIELD SERVED:		
Direct request from recipient		
Direct request from recipient's company		
Business directories		
Lists		
Other Sources		
TOTAL AVERAGE NON-PAID DISTRIBUTION TO FIELD SERVED (every issue sent for six months or more)		None Claimed
TOTAL AVERAGE PAID CIRCULATION		14,633
1(c) AVERAGE OTHER UNPAID DISTRIBUTION:		
Rotated or occasional	2,637	
Allocated for shows & conventions	20	
Checking copies to advertisers & agencies	387	
Staff copies (employes, editors, correspondents, salesmen)	244	
Promotion copies to advertisers & agencies	23	
Miscellaneous	455	
Total (audited as to total only)	3,766	

2. PAID CIRCULATION BY ISSUES: (Total of subscriptions and single copy sales)

NOTE: No non-paid distribution to field served claimed.

Issue	Paid	Issue	Paid	Issue	Paid	Issue	Paid
Jan. 2/9	14,580	Feb. 27	14,513	Apr. 17	14,604	June 5	14,680
16	14,584	Mar. 6	14,522	24	14,733	12	14,669
23	14,591	13	14,551	May 1	14,776	19	14,669
30	14,637	20	14,620	8	14,779	26	14,655
Feb. 6	14,495	27	14,611	15	14,800		
13	14,519	Apr. 3	14,541	22	14,783		
20	14,598	10	14,541	29	14,772		

3. BUSINESS ANALYSIS OF TOTAL PAID SUBSCRIPTION CIRCULATION FOR THE MAY 1, 1967 ISSUE: (Not an average for 6 months)
NOTE: No non-paid distribution to field served claimed.
Total paid subscription circulation of this issue was 1.01% greater than average total paid subscription circulation for period.

	Subs.	Subs. Bulk	Total	Br by A	
1. Railway Operating Companies & Non-Railway Companies Owning or Operating Railway Equipment (U. S. & Canada)	9,535	19	9,554	1,662	3,3
2. Railway Operating Companies, Foreign Except Canada	153	38	191	151	
3. Consultants, Industrial & Private Railroads, Railway Association, Clubs & Reading Rooms	558	12	570		
Total Classifications 1, 2 & 3	10,246	69	10,315		
4. Industrial Companies' Traffic Departments - Vice Presidents, Chief Shippers, General Traffic Managers, Traffic Managers, Assistants & Other Departmental Personnel	730		730		
5. Railway Equipment Manufacturers & Supply Concerns, Contractors	1,502	27	1,529		
6. Financial & Management Organizations	239		239		
7. Colleges, Instructors, Students, Public Libraries, Clubs, Associations Other Than Railway	564	137	701		
8. Miscellaneous	1,088	118	1,206		
9. Awaiting Classification	48		48		
Total Paid Subscription Circulation For The May 1, 1967 Issue	**14,417**	**351**	**14,768**		

Key to Classification by Title & Occupation:

A. Executive Department - Board Chairmen, presidents, assistants to presidents, corporate vice presidents, secretaries, treasurers, auditors,
B. Operating Department- Vice Presidents, general managers, general superintendents, division superintendent's assistants & other departmen
C. Traffic Department - Vice Presidents, freight traffic managers, passenger traffic managers, general freight & passenger agents, & other t
D. Purchasing & Stores Department - Vice Presidents, general purchasing agents, purchasing agents, general storekeepers, district storekeepe partmental personnel.
E. Mechanical & Electrical Department - Vice Presidents, general superintendents of motive power, mechanical engineers, electrical engineer supervisors & other departmental personnel.
F. Engineering Department - Vice Presidents, chief engineers, engineers maintenance of way, engineers bridge & building, division engineers
G. Signal & Communications Department - Signal engineers, superintendents of signals, communications engineers, superintendents of comm

Unit count analysis and circulation data shown below represent an analysis of the November 7, 1966 issue and are repeated from the Audit Re

Analysis of Classification 1 - Railway Operating Companies & Non-Railway Companies Owning or Operating Railway Equipment (U. S. & Canada)

	Subs. Total	Total Number of Road Miles Operated	Number of Units #
(a) No road miles	272	—	99
(b) 1 to 50 road miles	269	2,922	146
(c) 51 to 100 road miles	141	3,268	46
(d) 101 to 500 road miles	545	11,215	52
(e) 501 to 1,000 road miles	493	12,950	18
(f) 1,011 to 5,000 road miles	1,366	38,835	17
(g) 5,001 to 10,000 road miles	4,873	112,524	15
(h) 10,001 or more road miles	1,486	86,465	6
Total Classification 1	**9,445**	**268,179**	**399**

(a) No freight cars
(b) 1 to 100 freight car
(c) 101 to 1,000 freight car
(d) 1,001 to 5,000 freight c
(e) 5,001 to 10,000 freight car
(f) 10,001 to 50,000 freight cars
(g) 50,001 to 100,000 freight car
(h) 100,001 or more freight cars
Total Classification 1

NOTE: # At the option of the publisher, unit analysis made only for Classification 1. This classification includes 336 Railway Operating Com road ownership.
Definition of a Unit: A unit is a railway operating compan y; a wholly owned railway operating subsidiary company; public or private panies Owning or Operating Railway Equipment.

down of Total to Left
le & Occupation

C	D	E	F	G
1,609	269	1,262	1,146	220
7	2	6	9	1

sistants & other executive department personnel.
nersonnel.
rtmental personnel.
division storekeepers, storekeepers, assistants & other de-
shop engineers, master mechanics, shop superintendents, diesel
other departmental personnel.
cations, other supervisory officers & departmental personnel.

rt for the twelve months ending December 31, 1966.
road miles operated and freight cars owned or leased.

	Subs. Total	Total Freight Cars Owned or Leased	Number of Units#
.....	311	—	136
.....	216	2,574	100
.....	221	26,107	68
.....	565	94,983	39
.....	525	103,205	15
.....	3,007	659,833	27
.....	3,415	746,585	11
.....	1,185	341,309	3
.....	**9,445**	**1,974,596**	**399**

ni... & 63 companies owning or operating cars other than rail-
transit companies operating rail equipment; Non-Railway Com-

4. GEOGRAPHIC ANALYSIS OF TOTAL PAID CIRCULATION FOR THE MAY 1, 1967 ISSUE: (Not an average for 6 months)
NOTE: No non-paid distribution to field served claimed.
Total paid circulation of this issue was 0.98% greater than average total paid circulation for period.

STATE	Paid	% of Paid
Maine	74	
New Hampshire	20	
Vermont	27	
Massachusetts	268	
Rhode Island	21	
Connecticut	165	
NEW ENGLAND	**575**	**3.89**
New York	1,493	
New Jersey	384	
Pennsylvania	1,128	
MIDDLE ATLANTIC	**3,005**	**20.34**
Ohio	857	
Indiana	366	
Illinois	1,724	
Michigan	426	
Wisconsin	216	
EAST NO. CENTRAL	**3,589**	**24.29**
Minnesota	421	
Iowa	141	
Missouri	561	
North Dakota	52	
South Dakota	15	
Nebraska	136	
Kansas	178	
WEST NO. CENTRAL	**1,504**	**10.18**
Delaware	38	
Maryland	325	
District of Columbia	273	
Virginia	474	
West Virginia	206	
North Carolina	172	
South Carolina	83	
Georgia	337	
Florida	230	
SOUTH ATLANTIC	**2,138**	**14.47**
Kentucky	164	
Tennessee	213	
Alabama	173	
Mississippi	65	
EAST SO. CENTRAL	**615**	**4.16**
Arkansas	51	
Louisiana	119	
Oklahoma	91	
Texas	423	
WEST SO. CENTRAL	**684**	**4.63**
Montana	67	
Idaho	34	
Wyoming	26	
Colorado	132	
New Mexico	29	
Arizona	55	
Utah	61	
Nevada	16	
MOUNTAIN	**420**	**2.84**
Alaska	12	
Washington	213	
Oregon	125	
California	753	
Hawaii	1	
PACIFIC	**1,104**	**7.47**
Single Copy Sales	8	0.06
Miscellaneous		
Unclassified		
UNITED STATES	**13,642**	**92.33**
Possessions and Other Areas ..	2	0.01
U.S. & POSSESSIONS, etc.	**13,644**	**92.34**
Canada	636	4.30
Foreign	486	3.29
Unclassified		
Military or Civilian Personnel Overseas	10	0.07
GRAND TOTAL	**14,776**	**100.00**

ANALYSIS OF THE TOTAL NEW AND RENEWAL SUBSCRIPTIONS

Sold During 6 Months Period Ending June 30, 1967

5. AUTHORIZED PRICES and total subscriptions sold:

(a) Basic prices: Subscriptions 1 yr. $6.00, 2 yrs. $8.00 ..... Single Copy 60c except Jan. 16, 1967 issue $1.00	
(b) Prices higher than basic: Countries in Western Hemisphere except U. S. Possessions, Canada and Mexico, 1 yr. $10.00 for Railroads and railroad employes; Countries in Eastern Hemisphere except U.S. Possessions, 1 yr. $15.00 for Railroads and railroad employes; other than Railroads and railroad employes for all countries 1 yr. $25.00. For all other than Railroads and railroad employes, rapid transit employes and industrial traffic department employes in the United States, U. S. Possessions, Canada and Mexico, 1 yr. $14.00	3,135
(c) Pro rata of basic prices or higher: None	
(d) Reduced prices:	
1. Combination sales prices	None
2. Combination or basic prices	None
3. Quantity prices: In quantities of 5 or more, 1 yr. $10.00 each	42
4. Special reduced prices: See Par. 11(f)	711
(e) Association subscription prices	None
Total Subscriptions Sold in Period	**3,888**

6. CHANNELS OF SUBSCRIPTION SALES:

(a) Ordered by mail	3,585
(b) Ordered through salesmen:	
1. Catalog agencies and individual agents	271
2. Publisher's own and other publishers' salesmen	19
3. Independent agencies' salesmen	None
(c) Association memberships	None
(d) All other channels Par. 11(e)	13
Total Subscriptions Sold in Period	**3,888**

7. USE OF PREMIUMS:

(a) Ordered without premium	3,537
(b) Ordered with material reprinted from this publication	None
(c) Ordered with other premiums Par. 11(g)	351
Total Subscriptions Sold in Period	**3,888**

8. DURATION OF SUBSCRIPTIONS SOLD:

(a) For three years or more	4
(b) For two years or more but less than three	1,699
(c) For one year or more but less than two	2,161
(d) For less than one year	24
Total Subscriptions Sold in Period	**3,888**

ADDITIONAL CIRCULATION INFORMATION

9. PAID SUBSCRIPTIONS SERVICED PENDING RENEWAL AND EXTENSIONS:

(a) Subscriptions serviced, as of the May 1, 1967 issue, for 1 issue to 3 months beyond expiration pending renewal	1.35%
Is above representative of condition of list for all other issues covered by this statement?	Yes
(b) Extensions	None

10. RENEWALS OF PAID SUBSCRIPTIONS:

(a) Subscriptions Other than Bulk:	
Total expirations during 12 months November 1, 1965 thru October 31, 1966	9,273
Total renewals of those expirations	8,053
Renewal percentage	86.84%
(c) Subscriptions: Bulk	
Total expirations during 12 months November 1, 1965 thru October 31, 1966	195
Total renewals of those expirations	186
Renewal percentage	95.38%

11. EXPLANATORY - PAID:

It is the practice of the publisher to expire all subscriptions with the last issue of the month. Subscriptions started with other than first issue of the month are given an expiration date of last issue of month. Therefore, some subscribers may receive one to four more issues than entitled to, but no offer of this kind is made to subscribers.

(a) Published Weekly except combined issues for Jan. 2/9, 1967.

(b) Par. 1(a): Group Subscriptions represent copies served on yearly subscriptions sold to Railways and Railway Supply Companies in quantities of 5 to 823 at basic subscription prices and at quantity prices in Par. 5(d-3) for their branch offices and employes. Copies were mailed by publisher direct to names and addresses furnished by purchasers, and in some instances mailed to purchasers for distribution.

(c) Par.1(a): Bulk Subscriptions represent copies served on yearly subscriptions sold to Railways and Railway Supply Companies in quantities of 5 to 130 at basic subscription price, and at quantity price shown in Paragraph 5(d-3), mailed in bulk to purchasers for redistribution and in some instances to names and addresses furnished by the purchasers.

(d) Par. 1(a): Single Copy Sales represent an average of 2 copies per issue sold in quantities of 1 to 4 and an average of 11 copies sold in quantities of 5 to 100 at 38c to $1.00 each, distribution by purchasers.

(e) Par. 6(d): Represents subscriptions sold by specially appointed agents (employes of Railway Departments) who received commissions for obtaining subscriptions.

(f) Par. 5(d-4): Special reduced prices: 1 yr. $4.50, 1 yr. $5.00, 18 mos. $6.00, 2 yrs. $6.40, 25 mos. $8.33 to railroad men only. 14 special offers were made, none of which produced more than one half of 1 per cent of Total Subscriptions Sold in Period, and all of these special offers taken together producing 1.54 per cent of Total Subscriptions Sold in Period.

(g) Par. 7(c): The book "Quest for Crisis" with an advertised value of $1.00 given free with 1 year subscriptions at $5.00. The book "Fundamentals of Transportation" with an advertised value of $1.00 given free with 18 mos. subscriptions at $6.00.

12. EXPLANATORY - NON-PAID:
None Claimed.

13. COLLECTION STIMULANTS:
None

We hereby certify that all statements set forth in this statement are true.

JOHN E. ROGERS
Circulation Director
Date Signed, July 25, 1967.

ROBERT G. LEWIS
Publisher

How do subscribers like Railway Age? Very well!

One of the best indicators we know of (ask any advertiser!) is the rate of subscription renewals – paragraph 10 at left.

The highly favorable rate of 86.84% is significant evidence of keen readership. So, too, are these considered opinions of railway chief executives . . .

"In recent years, especially with the quickening tempo of change in the industry, Railway Age's reporting of significant developments in technology, government operations and organizational change has been very valuable indeed."

—William B. Johnson, President, Illinois Central Railroad

"In my opinion, Railway Age is increasing in its importance as a tool to keep management abreast of the important happenings within the industry. The addition of its brief features for quick reference to vital current subjects and its in depth reporting on new innovations within the industry, assists Frisco supervisory personnel in having a much better knowledge of the industry and its changes."

—J. E. Gilliland, President, St. Louis-San Francisco Railway Company

"We look to Railway Age as an indispensable and invaluable source for keeping us up to date on the many exciting changes taking place in the field of railway transportation today."

—William J. Ronan, Chairman, Metropolitan Commuter Transportation Authority N.Y.

"The yellow pages 'Short and Significant,' 'Monday Morning Report,' and 'Market Outlook,' and 'You Ought to Know' are major source material for guiding our various activities. You are to be congratulated for capsulizing so effectively the material in these pages."

—Myron Christy, President, Western Pacific Railroad Company

"With ships, trucks, and planes, Canadian Pacific is more than a railway, yet Railway Age is in the top priority list for our people. We strive to be alert to new ideas and trends—the kind of advance information that Railway Age gives us every week with speed, pungency and accuracy."

—Ian D. Sinclair, President, Canadian Pacific Railway Co.

How about you if you're not already a subscriber?

Every copy of RAILWAY AGE is read by several people. That has disadvantages as well as obvious advantages. For one thing, the pass-along reader seldom feels free to devote as much time to the magazine as he would like. And he may wait a matter of days before he has the chance to see some article which is important to him.

The answer is to have your own copy, preferably mailed home where you have more time for reading. Elsewhere in this issue is a card to help you subscribe. If someone has beat you to it, write RAILWAY AGE, P.O. Box 961, Bristol, Conn. 06010. It's $6 for one year; $8 for two, the price to railroad men only in U.S.A. and Canada.

WATCHING **WASHINGTON** WITH WALTER TAFT

TAFT

D.O.T. AS BOYD NOW SEES IT—Among Alan Boyd's more comprehensive discussions and appraisals of his role as Secretary of Transportation is an article he authored in the latest issue of Southern Methodist University's Journal of Air Law & Commerce. There, the head of the new Cabinet-level Department of Transportation developed his points in considerable detail, but he had a short answer to the question of why the Department was established. Our transportation system became so complex that program-oriented approaches of the past could not develop the "systems approach that our present and future needs demand," Boyd said.

Epitomizing his plan for traveling this route, the Secretary had this to say: "We must always ask what our economy and citizens require presently and in the long run, rather than where does each individual federal program logically lead. Hopefully, the answer to both of these questions will remain closely aligned. Where they do not, however, the Department must have knowledge and power to force the appropriate priority of need over program."

CRITERIA NEEDED—This indicates that Boyd still keeps uppermost in his mind the idea that D.O.T. should develop standards and criteria for the economic evaluation of federal transportation investments. The original version of the bill which last year became the Department of Transportation Act would have given the Secretary specific authority in this area. Railroad competitors and their Congressional allies, however, succeeded in having the provision stricken before the final version was enacted.

Congressional spokesmen for the Johnson Administration nevertheless made a record emphasizing that nothing in the final version "will or should limit the power of the President to consult any of his department or agency heads and, upon their advice or otherwise, to set up standards and evaluate projects." So Boyd will certainly have much to say about Presidential recommendations for transport spending.

ISOLATIONIST THINKING PASSE—The Secretary also thinks the country can no longer afford to decide, in isolation, what is the best air or rail or highway route for transporting people and freight. He said it must appraise such situations in terms of the best way to increase mobility between A and B. And, in some instances, that could mean "resort to transportation substitutes such as electronic communication and new concepts of land use." So, D.O.T. "must have the flexibility, imagination, and courage to follow wherever sound judgment leads."

Among other major interests of the Department will be its concern about what Boyd called the social costs of transportation. He explained: "Air pollution, noise, the loss of life and limb, dislocation of neighborhoods, destruction of the natural beauty of our countryside—all of these must be honestly evaluated in our policy equation. . . . We must come to realize that transportation must be viewed as the incredibly potent servant of social and economic goals rather than as an end in itself. Transportation can be a way out of the urban ghetto or it can be the very bars that bind the ghetto into a cage."

ROLE IN URBAN TRANSIT—In the latter connection, Boyd listed the question of which Cabinet department shall be concerned with urban transit as a policy issue that requires "immediate attention and speedy resolution." The federal government's transit functions were left with the Department of Housing and Urban Development when D.O.T. was created, but the D.O.T. Act calls for a joint D.O.T.-H.U.D. study to determine the most logical permanent home for those functions.

April 1, 1968, is the deadline for a report on this study.

Cybernetics and the future

(Continued from page 40)

are currently evaluating [see p. 11] will go a long way toward alleviating this problem. ACI, as you know, would automatically record and report to control points the identifying symbol of a freight car at any desired spot on a railroad's system without bringing that car to a stop.

- **Big boost in car supply.** "Even if turnaround is boosted by just 10% through ACI—and that's a conservative figure, incidentally—this would be equivalent to increasing the available Class I lines' freight-car supply by 150,000 units. At a new-car cost of $15,400, this represents well over $2 billion in investment. . . . Perhaps the most important single potential for the use of computers in the railroad industry lies in improving procedures for distributing freight cars to achieve vastly greater car utilization."

- **Revolution ahead.** Modern data systems, A. Sheffer Lang told the Data Systems Division, promise a minor, and perhaps a major revolution in the country's capability to produce railroad transportation.

"The shape and timing of this revolution is a critical element in any assessment of the extent to which competitive relationships can or will shift over time," he continued. Planning in even a general way for the over-all national interest in transportation facilities must take all of this into account, Lang stressed. "Put another way," he went on," if you do not have some idea of where railroad data systems are going to go, then you cannot have a complete picture of where the railroads are going to go; and if you do not have some idea of where the railroads are going to go you cannot make intelligent judgments as to where our highway, air and water transportation systems ought to go."

Lang, who is the Federal Railroad Administrator, said that railroad data systems people should be learning to come to grips with the future.

- **What lies ahead.** "Data systems and planning, data systems and thinking about the future go hand in hand," Lang said. That makes data systems and data systems people, not unique, but just a little special in the railroad industry. That gives data systems people some special responsibility and that occasions some special interest on the part of those of us in government in data systems people as well as in data systems.

"Don't get me wrong," the Administrator said. "I am not suggesting that data systems are the sole salvation of the railroad industry. I am not suggesting that data systems people are *the* important people in the industry. I am not suggesting that data systems people have done their jobs as well as they should have."

What he was suggesting, Lang emphasized, was that data systems people and their work occupy a special kind of place and role in the railroad industry, which implies a slightly special kind of responsibility.

"If you do your job well," Lang told the meeting, "the industry as a whole cannot help learning something about planning ahead and cannot help developing an appreciation of what planning ahead can mean to it. Where I sit now in the Department of Transportation the name of the whole game is planning ahead. It is not our job to plan for the railroad industry or for any part of the transportation business other than those parts which we must manage ourselves. But it is our job to see to it wherever we can that those who should be planning ahead are doing so. That includes the railroad industry, whose future the people in today's Department of Transportation think is very bright indeed." ■

DIVIDENDS DECLARED

ATLANTIC & NORTH CAROLINA.—common, $1, paid Sept. 15 to holders of record Aug. 11.

BEECH CREEK.—50¢, quarterly, payable Oct. 1 to holders of record Sept. 15.

CHESAPEAKE & OHIO.—$1, quarterly, payable Sept. 20 to holders of record Sept. 1.

CHICAGO, BURLINGTON & QUINCY. — $2, quarterly, paid Sept. 15 to holders of record Sept. 1.

DELAWARE & HUDSON.—40¢, quarterly, payable Sept. 28 to holders of record Sept. 12.

DENVER & RIO GRANDE WESTERN. — 27½¢, quarterly, paid Sept. 11 to holders of record Sept. 1.

ERIE & PITTSBURGH. — Guaranteed, 87½¢, quarterly, paid Sept. 11 to holders of record Aug. 31.

FRISCO.—55¢, increased, quarterly; preferred, $1.25, quarterly, both paid Sept. 15 to holders of record Sept. 1.

GULF, MOBILE & OHIO.—65¢, quarterly, paid Sept. 11 to holders of record Aug. 22; preferred, $1.25, quarterly, payable March 11, 1968, to holders of record Feb. 2, 1968.

MISSOURI PACIFIC.—Class A, $1.25, quarterly, payable Sept. 29 to holders of record Sept. 18.

NORFOLK & WESTERN.—$1.50, quarterly, paid Sept. 11 to holders of record Aug. 10.

PITTSBURGH & WEST VIRGINIA.—4¢, monthly, payable Sept. 29 to holders of record Sept. 15; 5¢, monthly, payable Oct. 31 to holders of record Oct. 31.

PITTSBURGH, YOUNGSTOWN & ASHTABULA.—7% Preferred, $1.75, quarterly, paid Sept. 1 to holders of record Aug. 18.

SOUTHERN.—70¢, quarterly, paid Sept. 15 to holders of record Aug. 15; Stock transfer, $2, semiannual, payable Oct. 1 to holders of record Sept. 15.

SOUTHERN PACIFIC.—37½¢, quarterly, paid Sept. 18 to holders of record Aug. 28.

UNION PACIFIC.—45¢, quarterly; 20¢, extra both payable Oct. 2 to holders of record Sept. 11.

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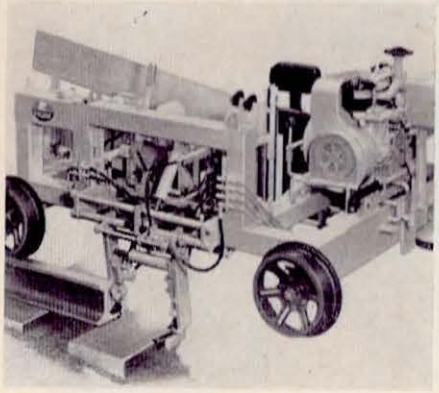
NEW **PRODUCTS** REPORT

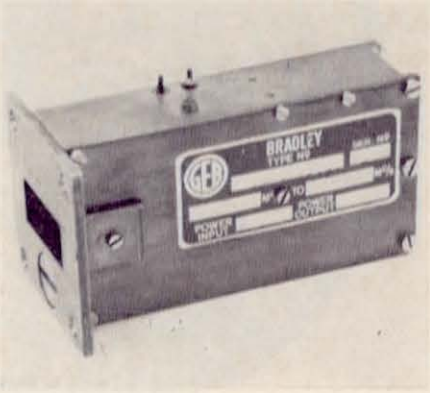


Anchor Presetter (RA-1)

A new Racine self-propelled machine designed to pre-set rail anchors ahead of anchor-applicator machines has been announced. Called the Anchor-Set, the new unit tows its own supply of anchors on a rail cart. One man operates the machine while another on the cart loads the anchors on the machine.

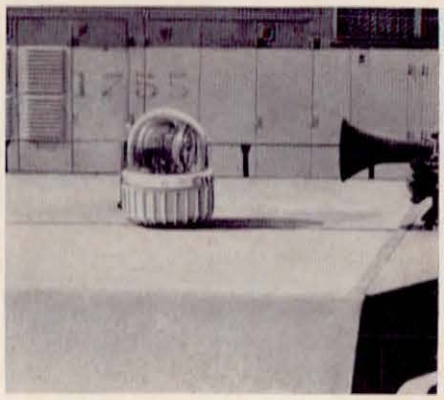
During operation the anchors are placed on a vibrating plate ramp which feeds them automatically into swing-down setting arms. The hydraulically actuated arms then place the anchors under the rail and against the tie plate. Proper pressure is then applied to hold the "drive-on" type of rail anchor onto the base of the rail until the application operation.

With the Racine Anchor-Set machine, up to 40 anchors can be set per minute, depending upon the anchoring pattern being used and the operator's skill, according to the manufacturer. The Anchor-Set is said to be easily turned from one rail to the other or removed from the track through the use of a center hydraulic jack cylinder. *Racine Hydraulics & Machinery, Inc.*



Local Oscillator (RA-2)

The new X band step recovery local oscillator can be used as a replacement for klystrons by simply connecting a 15.5 volt to 28 volt supply. The unit will produce 10 microwatt output for 1¾ watt input. Bandwidth is 400 MHz tunable with ±10 volt DC. Noise is in the same order as a klystron and all spurious is better than 60 dB down. Operating range +80°C to −40°C with a WG 16 power output. The new local oscillator weighs 10 oz. *Edwin Industries Corp.*



Warning Light (RA-3)

Two sealed-beam lights, operated on 75-volt isolated circuit, are housed in the Model D-312 revolving warning light for installation on cab roofs of diesel locomotives. Intensive flashes of light are cast radially through 360 deg. The parabolic reflector of the Model 121 Vitalite, for call light or other uses, revolves around the bulb. A 12-volt unit is standard; a 6-volt unit may also be had. Domes of both models are red, blue, amber or clear white. *Western Railroad Supply Co.*

Portable Antenna Mast (RA-4)

A recent development in transportable antenna equipment is a manually erected 50 ft lightweight, aluminum mast. The mast consists of ten sections and a manually operated launcher assembly. The mast may be raised to full height by two men in 15 minutes. After erection it may be turned 360° to allow for orientation in azimuth of the antenna and will support equipment having a projected area of 16 square ft. with a wind load of 20 psf. *Andrew Corp.*

Counter Prescaler (RA-5)

A new prescaler for HP counters extends the direct counting rate and increases counter sensitivity, enabling counter operation with signals as small as 1 millivolt RMS at frequencies between 1 and 200 megahertz. The unit divides input sine waves or pulse trains by a factor of four, bringing signal frequencies within the basic rate of the counter. The plug-in prescaler extends the gating interval by four to make the display direct reading. *Hewlett-Packard.*

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PLEASE SEND INFORMATION ABOUT PRODUCTS DESCRIBED ON PAGE 44 MARKED: RA-1 RA-2 RA-3 RA-4 RA-5

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COMPANY .....

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MARK H-100

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Ralph A. Ciccarone
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Howard S. Ownley
Rock Island

Paul F. Kluding
Rock Island Motor

PEOPLE IN THE NEWS

BESSEMER & LAKE ERIE.—Harris R. Richards, traffic manager, Pittsburgh, retired Aug. 31, after 49 years of service. Mr. Richards was responsible for marketing activities involved in coal and ore traffic and these duties have been assumed by **Robert B. Wooters,** manager marketing—coal and ore.

Donald F. Brooks, assistant to director purchases and stores, Pittsburgh, appointed purchasing agent. **Carl M. Drezga,** senior buyer, named assistant purchasing agent.

CANADIAN PACIFIC.—J. A. Shearer engineer, **Quebec Central,** Sherbrooke, Que., appointed division engineer, Laurentian division, CPR, Montreal, succeeding **R. A. Spencer,** transferred.

DELAWARE & HUDSON.—W. G. Tierney, assistant district sales manager, Boston, promoted to district sales manager, Cleveland, succeeding **Joseph F. Hartman,** who retired after 47 years in the D&H traffic department. **James F. Fusco** appointed sales representative, Boston, succeeding **Frederick N. Mercurio,** promoted to assistant district sales manager there.

DETROIT, TOLEDO & IRONTON.—Hoyt G. Rice appointed assistant district sales manager (residency), Atlanta, Ga. **Malcolm C. Campbell** succeeds Mr. Rice as district sales representative, Cincinnati, Ohio. **B. D. Walker** succeeds Mr. Campbell as district sales representative, Dearborn, Mich.

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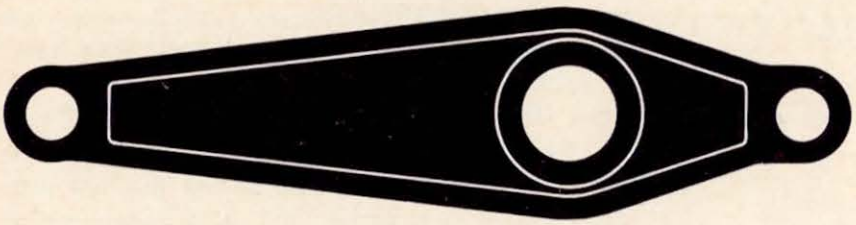

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ERIE LACKAWANNA.—Samuel B. Gill, assistant chief engineer—construction, Cleveland, retired Aug. 31, after more than 41 years of service, and that position was abolished. **Donald S. Taylor,** superintendent of construction, appointed engineer plans and construction, Cleveland. **Charles W. Traister,** grade crossing engineer, succeeds Mr. Taylor. **James R. Vecchio** appointed assistant superintendent of construction, succeeding **Herbert J. Barnes,** who replaces Mr. Traister.

Norris E. Shay, assistant auditor of disbursement, Cleveland, promoted to auditor of disbursements, succeeding **Edward T. Draney,** who retired Aug. 31, after 47 years of service.

GULF, MOBILE & OHIO.—Charles J. McMillan promoted to division freight traffic manager, Memphis, Tenn., succeeding **Herbert N. Crook,** who retired Aug. 31, after 47 years of service.

E. A. Oberbey appointed auditor disbursements, succeeding **C. F. Clancy,** retired after 39 years of service.

LEHIGH VALLEY.—John C. DeLongis, assistant chief of personnel, appointed superintendent of stations, Bethlehem, Pa., succeeding **Joseph C. Myers,** who recently joined the Association of American Railroads, Washington, D.C. **Donald H. Goding,** supervisor of labor relations, named assistant chief of personnel. **Nicholas Jamicola,** examiner, personnel department, promoted to supervisor of labor relations, and is succeeded by **Edward C. Anderson.**

READING.—Robert E. Triplett, superintendent of development and training, Philadelphia, appointed manager personnel, and his former position abolished.

Ralph A. Ciccarone, assistant electrical engineer, appointed electrical engineer and is succeeded by **Gustave W. Geiger,** electrical supervisor.

H. James Palmer, traffic analyst, appointed supervisor, passenger sales and service. **Robert H. Elder,** advertising agent, named assistant supervisor, passenger sales and service. **Edwin F. Deery,** traffic statistician, named supervisor, passenger costs and statistics and his former position abolished. **George V. Arnoux,** passenger operations analyst, appointed senior analyst.

REA EXPRESS.—Harold F. Hennigar, national account executive, New York, appointed manager, international container development. He will be responsible for managing the international container division with respect to coordinating and developing container rates and world-wide services.

Nico de Graaff, attorney, appointed assistant general counsel.

ROCK ISLAND.—Howard S. Ownley, manager of sales and marketing, trailer service de-

Harold J. McKenzie
SP

E. P. Ahern
SP

Bryce W. Wyman
GE

Aaron J. Gellman
Budd

Ralph H. Schafer
Youngstown

Vaughn Monsell
Page & Page

partment, named general manager-TOFC, piggyback service department, with headquarters remaining at Chicago. **Robert W. Knight,** district manager-freight sales, Pittsburgh, transferred to Cleveland, to succeed **W. R. Roberts,** retired. **Tarpley T. Gunter, Jr.,** district manager-freight sales, Tulsa, transferred to Fort Worth, replacing **J. Norman Belcher,** retired.

ROCK ISLAND MOTOR TRANSIT CO.—Paul F. Kluding, general manager, elected president, with headquarters at Des Moines, Iowa.

SANTA FE.—Theodore A. Blaske, manager of industrial development, Houston, advanced to sales manager, industrial development department, Chicago. Mr. Blaske's successor is **Robert R. Johnson,** industrial representative, Topeka, Kans., who in turn is replaced by **John T. Tipping,** chief clerk to manager of industrial development, Houston.

SOUTHERN PACIFIC.—Harold J. McKenzie named vice president, Executive Department, Houston, to succeed **B. S. Sines,** retired (RA, Aug. 28, p. 54). Mr. McKenzie will also continue his duties as president of SP's affiliate **St. Louis Southwestern** and will continue to make his principal headquarters at Tyler, Tex. **E. P. Ahern,** assistant manager of personnel, appointed assistant to vice president. **Kenneth A. Wood,** supervisor of employment, succeeds Mr. Ahern, and in turn is succeeded by **Leonard C. Chapman,** assistant supervisor of employment.

William W. Allen, assistant division engineer, Oakland, Calif., advanced to public projects engineer, San Francisco, succeeding **T. H. Kruttschnitt, Jr.,** appointed assistant to the chief engineer (RA, Aug. 28, p. 54). **William R. Paxton** replaces Mr. Allen.

Rudolph C. Nagel, appointed signal engineer, San Francisco, to replace **Homer B. Garrett,** who retired Aug. 31 after more than 47 years' service. **Michael C. Fulks, Jr.** named assistant signal engineer, San Francisco.

WESTERN TRUNK LINE COMMITTEE.—Glenn W. Stokes appointed to the newly established position of vice chairman. He was formerly chairman of the WTL Standing Rate Committee.

OBITUARY

Paul R. Fagan, 59, director of sales—foreign service traffic, **Reading,** died Aug. 30 at his home in Glenside, Pa.

Kincaid A. Herr, retired editor, L&N Magazine, **Louisville & Nashville,** died Aug. 25 at Louisville, Ky.

Charles A. Wolfgram, sales representative, **Cardwell Westinghouse Co.** and **Universal Railway Devices Co.,** Chicago, died Aug. 25 at his home in Wheaton, Ill.

SUPPLY TRADE

Bryce W. Wyman has been appointed general manager, Transportation System Division, **General Electric Co.,** Erie, Pa. Mr. Wyman, formerly deputy division general manager of that division, succeeds **Oscar L. Dunn,** promoted to vice president, marketing and public relations services, at corporate headquarters in New York.

Aaron J. Gellman has been appointed to the newly created position of vice president—planning of the **Budd Co.,** Philadelphia. Mr. Gellman has been serving for the past nine years as vice president for planning, **North American Car Corp.,** Chicago.

Ralph H. Schafer has been elected vice president in charge of sales, **Youngstown Steel Door Co.** This position has been vacant since last October when **Arthur J. Doyle** was elected president of the company. Mr. Schafer has been president, **Camel Sales Co.,** Chicago, wholly-owned subsidiary of Youngstown Steel Door, since 1966, and will continue in that capacity.

Vaughn Monsell appointed field sales manager, **Page & Page,** division of Dura Corp. at 3694 Brookcrest Circle, Decatur, Ga. Mr. Monsell was formerly assistant general sales manager for Buck Equipment Co.

Robert F. Falge has been named head of the newly opened office of the Material Handling Division of **Paceco** (Pacific Coast Engineering Co.) at 5825 South Dorchester Avenue, Chicago.

R. Digby has been appointed district sales administrator—transportation products, **Railway & Power Engineering Corp., Ltd.,** Toronto, Ont. **B. T. Faughnan** has been named district sales administrator—railway products, Montreal.

Edwin L. Pandolf, manager purchasing and traffic, **Magor Railcar Division** of **Fruehauf Corp.,** Clifton, N.J., retired.

The Signal & Communications Division, **Westinghouse Air Brake Co.,** has streamlined its Research and Engineering organization. The following appointments have been made:

Reporting to the director, research and engineering—**F. T. Pascoe,** manager, mass transit and railroad systems; **C. R. Powdermaker,** manager, terminal systems; **G. F. McGlumphy,** manager, operations research; **C. E. Staples,** senior systems consultant; and **J. A. Cook,** group manager of research and development.

Reporting to the manager, Mass Transit and Railroad Systems—**D. R. Little,** manager, Servo control development and interim manager, mass transit systems; and **H. L. Hathaway,** manager, railroad systems.

Reporting to the manager, research and development—**W. H. Moore,** manager, advanced technology; **E. O. Garrett,** manager, mechanical development; **E. R. Callender,** manager, digital development; **A. G. Pokrant,** manager, communications and electronic development; and **R. W. Kennedy,** supervising engineer, program integration and technical services.

Reporting to the manager, project engineering—**P. J. Delvernois,** manager, terminal control; **D. D. Huffman,** manager, railroad control; **D. E. Stark,** manager, remote control; **J. L. Winning,** manager, mass transit control; and **O. T. Schumm,** supervisor engineering services.

Jackson Vibrators, Inc., in a reorganization of its sales personnel, has established three territories in the eastern part of the United States. **V. R. Neel, Jr.** has been named sales engineer, Eastern Division, Columbus, Ohio; **Lyle Drummond,** sales engineer, Philadelphia territory; **Otis W. Kays,** sales engineer, Atlanta territory.

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RA 13

Circle 19 on reader service coupon

AS THE EDITOR SEES IT...

SOAP, AIRLINES AND RAILROADS—The No. 1 corporate advertiser in the U.S. last year was Procter & Gamble, which spent $265 million to sell soap and toothpaste. No. 74 was United Airlines, which spent $19.5 million to tell the nation and the world about its freight and passenger services. And how did the railroads rank?

Well, if you put all 76 Class I railroads together, they come in 75th, with total advertising expenditures of $18.9 million, or less than the amount spent by one airline.

IS THERE A MORAL HERE?—We don't mean to suggest that selling soap and toothpaste is anything like selling freight and passenger service; the P&G outlay is mentioned only to indicate the importance that extremely competitive businesses attach to advertising.

But how about the airlines? It used to be said that airline advertising could not fairly be compared to railroad advertising. Airlines, predominantly passenger oriented, have to penetrate the mass consumer market, just the way the soap makers do. Or so the argument goes.

But recent airline ads, including those of United, are talking more and more about air freight. So the comparison becomes more and more meaningful—and more and more depressing.

THE SAME OLD STORY—Advertising is, of course, only one facet of image-building, but the experts regard it as an increasingly important one. Yet railroad advertising outlays continue to a recent low of $17 million in 1961. Then they belines are spending nearly 12 times as much.

The sad ad story of the railroads is not a new one, and it's not getting much better. Expenditures dropped to a recent low of $17 million in 1961. Then they began to climb—to $17.7 million in 1962, $18.5 million in 1963, $19.3 million in 1964, $19.7 million in 1965. But last year, despite record gross revenues, the total figure declined again, to $18.9 million.

THE MILLION-DOLLAR CLUB—Not all railroads are laggards in this department. We were pleased to report in this space, about a year ago, that four railroads had made the "million-dollar club" based on their ad outlays the previous year.

It is a pleasure to report that a fifth railroad has now joined this all-too-exclusive society—the Northern Pacific, which checked in with ad expenditures of $1,017,354 in 1966.

The repeaters are Santa Fe ($2,694,775); Union Pacific ($2,321,675); Norfolk & Western ($2,080,775); and Great Northern ($1,159,445). May their tribe increase. **—L.S.M.**

MARKET OUTLOOK

Carloadings

Loadings of revenue freight in the week ended Sept. 9 totaled 487,195 cars, the Association of American Railroads announced on Sept. 14. This was a decrease of 84,277 cars, or 14.7%, compared with the previous week; a decrease of 43,519 cars, or 8.2%, compared with the corresponding week last year; and a decrease of 24,459 cars, or 4.8%, compared with the equivalent 1965 week. Ton-miles generated by carloadings in the week ended Sept. 9 are estimated at 12.4 billion, a decrease of 4.7% below the corresponding week of 1966, and 1.9% above the 1965 week.

REVENUE FREIGHT CARLOADINGS
For the week ended Saturday, Sept. 9

District	1967	1966	1965
Eastern, including Allegheny and Pocahontas ..	190,542	211,035	204,451
Southern	99,780	101,111	99,120
Total Eastern and Southern Districts	290,322	312,146	303,571
Northwestern .	73,147	83,233	76,524
Central Western	90,104	101,428	98,086
Southwestern .	33,622	33,907	33,473
Total Western Districts	196,873	218,568	208,083
Total All Roads	487,195	530,714	511,634
Commodities:			
Grain and Grain Products	37,986	45,899	46,769
Livestock	1,540	2,538	2,394
Coal	94,017	103,456	101,785
Coke	6,526	8,416	7,992
Forest Products	34,378	33,311	34,176
Ore	46,010	56,522	47,038
Merchandise l.c.l.	3,578	6,013	7,172
Miscellaneous .	263,160	274,559	264,328
Sept. 9	487,195	530,714	511,654
Sept. 2	571,472	613,968	593,390
Aug. 26	551,371	601,864	585,708
Aug. 19	568,624	593,333	590,119
Aug. 12	552,213	581,545	588,748
Cumulative total, 36 weeks ...	19,242,047	20,299,373	20,062,207
Estimated revenue ton-miles (billions) 36 weeks ...	494.8	507.0	474.1

PIGGYBACK CARLOADINGS.— U. S. piggyback loadings for the week ended Sept. 2 totaled 25,490 cars, carrying 42,361 trailers, compared with 25,145 cars, carrying 41,259 trailers, in the corresponding 1966 week. Loadings for 1967 up to Sept. 2 totaled 792,116 cars, carrying 1,301,282 trailers, compared with 767,177 cars, carrying 1,263,343 trailers, in the corresponding period of 1966.

IN CANADA — Carloadings were not available as this issue went to press.

FREIGHT TRAIN CARS

► *Bangor & Aroostook.*—Ordered 100 70-ft pulpwood cars from Berwick Forge at a cost of $1.5 million. The cars, of 32-cord capacity, will be delivered in January. The new order will bring the BAR pulpwood car fleet up to 818 units, the largest specialized fleet of its type in New England.

► *Missouri Pacific.*—Directors authorized expenditures as follows: $7.3 million for 500 50½-ft, 70-ton box cars; $3.6 million for 200 60-ft, 100-ton box cars; $4.1 million for 300 open-top, 100-ton hopper cars; and $4.6 million for 200 flat cars, 150 with bulkheads and 50 with tiedown facilities.

LOCOMOTIVES

► *Missouri Pacific.*—Directors authorized expenditure of $5 million for 20 3,000-hp diesel locomotives.

SPECIAL

► *Dow Chemical.*—Purchased a 94-foot, single-draft, in motion railroad track scale from Fairbanks Morse Weighing Systems division. Scheduled for installation at Midland, Mich., in January 1968, the track scale will be used for automatic weighing and classification of chemical cars.

NEW FACILITIES

► *City of Philadelphia.*—A system of wayside signals and trip stops will be installed on the Southern New Jersey rapid transit system connection by the Signal & Communications Division of WABCO.

► *Missouri Pacific.*—Started construction of a one-stop diesel service center next to its 300-acre automated classification yard at North Little Rock, Ark. The center will open late this year as part of a plan to separate servicing and running repairs from heavy repairs. It will have a three-track storage yard, high-pressure washing machine, two-stall service shed, a one-man sander, and an outbound three-track storage yard. A six-stall diesel shop for more extensive repairs will be constructed in 1968.

► *New York City Transit Authority.*—Awarded a $2.8-million contract to the Signal & Communications Division of WABCO for rehabilitation of signaling in the Lenox Avenue Yard.

FOREIGN

► *Canada-Germany.*—The Steadman "Railtainer" container system, used extensively on the Canadian National and the Canadian Pacific, and by REA Express in the US, will be marketed and manufactured in Europe by a new company, Klockner-Steadman Container GmbH, a joint venture of Steadman Industries of Toronto, Can., and Klockner-Werke AG of Germany. Corporate headquarters will be in Duisburg, Germany.

YOU OUGHT TO KNOW

"Transmodalism" concept hit: U.S. Freight President F. N. Melius, Jr., said last week that a proposed concept of world-wide containerization (transmodalism) could hurt the freight forwarding industry, which already performs the functions of the transmodalist in coordinating rail, truck, air and sea service for world-wide through service of containers. He told the U.S. National Committee of the International Cargo Handling Coordination Association that "it is not conceivable under American precepts of law and justice that a stroke of the pen can destroy the rights of those already existing transmodalists and that their business be thrown up for grabs by any entrepreneur who comes along." The cargo group has proposed that there should be no bar against any responsible person obtaining a license as a transmodalist.

New high for Flexi-Van: August traffic volume was the greatest monthly total in the nine-year life of New York Central's Flexi-Van coordinated rail-highway-water container operation. NYC vice president-freight sales, John G. Patten, said the road shipped 16,718 van loads during the month—up 20.4% over August 1966. In the first eight months of this year, Central handled 110,223 vans, compared with 94,158 in the corresponding period last year.

Japan-U.S.S.R. rail route: Closing of the Suez Canal has prompted Japanese shippers to make arrangements for rail delivery of their products to Europe and the Middle East via rail across the Soviet Union. Shipments are planned from Yokohama, Niigata, Nagoya, Osaka, Kawasaki and Hiroshima to the Russian port of Nakhodka.

ATSF adopts one-price tickets: A Santa Fe one-price ticket plan tested between selected points since May 16 will become effective throughout the system Sept. 15. The single price includes coach, meals, and Pullman or seat and pillow service. The tickets will be available for all principal Santa Fe trains, and passengers starting or ending their trip on other roads will be allowed to use the plan for the ATSF part of their trip. Acceptance of the plan supported "market research indicating many travelers would prefer a ticket of this type," says John S. Reed, ATSF president. He also announced that for the fifth consecutive year, special round-trip bargain fares will be available from Sept. 15 to May 15, with reductions of about 20%.

Telling the railroad story: Ways of developing more effective public relations programs in local communities in support of railroads were discussed by delegates of the National Railway Historical Society at their annual convention in Albany, N.Y. The society, with 79 chapters and nearly 5,000 members in the U.S. and Canada, explored areas in which it can cooperate more closely with the railroads in telling the industry's story.

North American advances: North American Car Corp. in first-half 1967 placed 1,606 cars under long-term lease and retired 874 cars for a net addition of 732. Unforeseen early retirements on certain classes of older equipment will produce lower net additions than forecast previously. First-half net income was $3.6 million, an 11% gain over the $3.2-million net of first-half 1966.

For Monon, freight only: Monon's last two passenger trains, operating Chicago-Louisville, won't be operating after the end of September. After investigation — which included hearings in a number of college towns which Monon serves — the ICC has decided to permit discontinuance. For its part, Monon has agreed to keep the trains running through September, to take care of students returning to school. Operation of the trains, Monon told the Commission, produced losses of $322,000 last year and $104,000 in the first four months of 1967.

Truck tonnage: Intercity truck tonnage in the week ended Sept. 22 was 4.5% above that of the previous week and 4.8% below the volume in the corresponding week of 1966, according to American Trucking Associations.

Current statistics

Net Income	
3 mos., 1967	$120,000,000
3 mos., 1966	172,000,000
Carloadings, revenue freight	
36 wks., 1967	19,242,047
36 wks., 1966	20,299,373
Freight cars on order	
Aug. 1, 1967	27,063
Aug. 1, 1966	58,892
Freight cars delivered	
7 mos., 1967	62,317
7 mos., 1966	59,787
Serviceable cars	
Aug. 1, 1967	1,415,035
Aug. 1, 1966	1,413,305

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Advertisers' Index

Abex Corporation 35
ACF Industries, Inc.,
American Car & Foundry Div. 18-19
American Steel Foundries, Inc., Amsted Industries 14-15

Benefit Trust Life Insurance Company 43
Bowser-Briggs Filtration Division 48
Brenco Incorporated 6
Bruce Co., Inc., E. L. 37

Canada Iron Foundries, Ltd. 24
Cardwell Westinghouse Co. 45

Edgewater Steel Company 39

General Electric Company 20
General Railway Signal Co. 9
General Steel Industries, Inc.,
Castings & St. Louis Car Division ..... IBC
Greenville Steel Car Company 38

Humble Oil & Refining Co. 21

Lord Manufacturing Company 10

National Castings Division, Midland-Ross Corporation ... IFC

Pittsburgh Forgings Co. 46

Railway Maintenance Corp. 33

Scullin Steel Company 13
Symington Div. of Symington Wayne ..... IBC

Tamper, Inc. 24
Timken Roller Bearing Company, The 22-23

Union Carbide Corporation, Carbon Products Division .. 4
United States Steel 16

WABCO—Westinghouse Air Brake Company 30-31

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VIEWPOINT

Mail service: What price efficiency?

Businessmen—and taxpayers—are bound to sympathize with the Post Office in its efforts to trim the staggering deficits under which it operates. And all of us as users of the mails, must applaud any soundly-conceived attempts to improve the efficiency of our postal services.

But grave questions are being raised, not only by railroad men but in the political and business communities at large as to the ultimate wisdom behind certain moves which the Post Office has taken to achieve these desirable goals.

One such move is the decision, now being implemented, to eliminate railway post office cars as a major factor in the mail distribution process.

A certain result of this is going to be the elimination, also, of a large number of passenger trains which many communities feel, rightly or wrongly, are essential to public convenience and necessity. In many cases mail revenues have made the difference between running or abandoning trains.

Readers of Railway Age know that we are not among those who feel that particular passenger trains have to be kept running at all costs—especially in view of the fact that the railroads are generally expected to bear those costs.

But we reject with equal vehemence the proposition that a local anesthetic is sufficient sedation for a major operation.

In its effort to resolve the "Post Office problem," is the federal government forgetting the bigger problem? Are we going to be able to live, over the long range, with today's short-range solutions?

It seems to us that Senator Clifford P. Hansen of Wyoming got to the guts of the matter when he asserted the other day: "It would indeed be regrettable if we allowed a part of our nation's transportation system to falter and fail, only to discover years hence that it is needed for the complete mobility which our highly developed technology demands."

If in the interests of cutting postal costs and improving postal efficiency the further diversion of mail revenues from railroads is ultimately held to be desirable—then the railroads will have to be given the right to cut their own costs and improve their own efficiency. And that is going to mean a drastic pruning of railroad passenger services.

Grade-crossing accidents—pick a scapegoat

Life just doesn't seem right if a week goes by without an attack on the railroads by highway-oriented groups, charging either greed, contempt for the public, or both.

Consider last week's editorial in "Transport Topics" the American Trucking Associations' publication. The article entitled "Inexcusable Peril," applauds the National Safety Council's efforts to alert the public to the terrible toll in lives and property taken in grade-crossing collisions.

The editorial concludes: "Railroads have been particularly callous about grade crossing dangers. Nothing will soften their attitude short of stern government action."

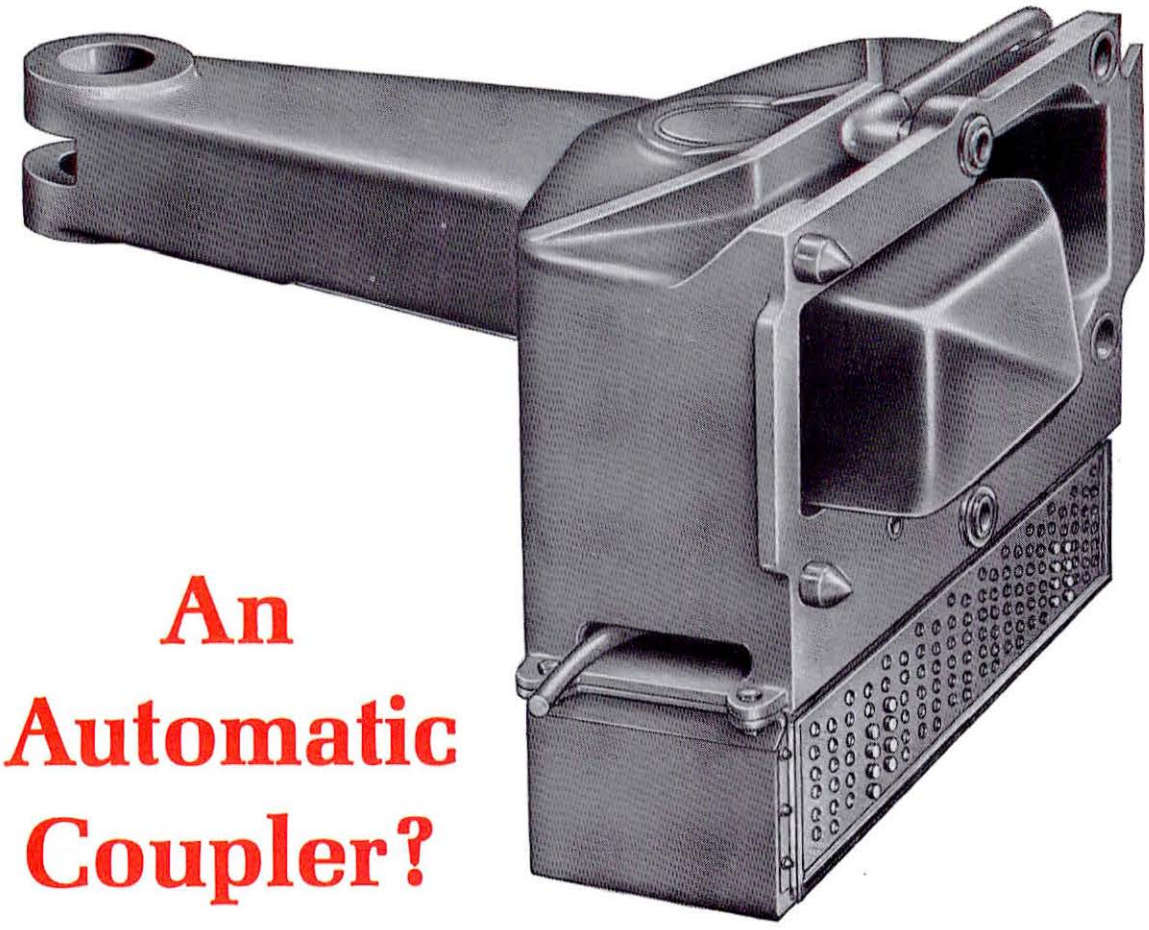
If the editorial writer is really interested in government action he might have consulted the 1964 report of the Interstate Commerce Commission on grade-crossing accidents. According to the ICC, "by far the main cause is the failure of the motor-vehicle operator to exercise due care and caution, or to comply with the laws and regulations in the operation of his motor vehicle."

The Commission asked for action on two fronts: More stringent enforcement of motor-vehicle safety regulations and public assumption of the major costs of grade separation and crossing-protection equipment.

In the absence of "stern government action," interim measures may at least reduce the death toll somewhat. Joseph H. Hays, general counsel of the Association of Western Railways, entered a plea in behalf of G.A.P.P.—Grade Crossing Accident Prevention Program—a joint public information effort sponsored by rail managements and brotherhoods.

They're pushing for better driver education, and for traffic officers to give more time to actual surveillance of grade crossings.

Says Hays: "Police effort is clearly the most effective means of controlling the driver. With so much emphasis on seat belts and headrests and cushions, we are inclined to overlook the nut behind the wheel."



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